



UŽDAROJI AKCINĖ BENDROVĖ „VILNIAUS VIEŠASIS TRANSPORTAS“

Pirkimo (rinkos konsultacijos) Nr. 6532974
CVP IS priemonėmis

2026 m. kovo 30 d. Nr. VP11-248 (5.24)

DĖL ATSAKymo Į TIEKĖJO (-Ų) PASTABAS, SIŪLYMUS

Uždaroji akcinė bendrovė „VILNIAUS VIEŠASIS TRANSPORTAS“ viešųjų pirkimų komisija (toliau – Perkantysis subjektas) 2025-11-14 CVP IS paskelbė **Vandeniliu varomų autobusų, skirtų keleiviams vežti nuoma be vairuotojo rinkos konsultaciją** (pirkimo Nr. 6532974), nustatydamą tiekėjams pastabų ir siūlymų dėl paskelbtos rinkos konsultacijos (pirkimo sąlygų projekto) pateikimo terminą – iki 2026-03-02, 09:00 val.

Iki nustatyto termino pabaigos gauti tiekėjo (-ų) atsakymai į rinkos konsultacijos klausimyną. **Perkantysis subjektas teikia atsakymus į tiekėjo pastabas, siūlymus ir klausimus.** Svarbu pažymėti, kad pateikiami atsakymai į rinkos konsultacijos metu gautas pastabas yra informacinio pobūdžio. Techninė specifikacija ir kiti pirkimo dokumentai gali būti tikslinami ir koreguojami pagal Perkančiojo subjekto poreikius, todėl šie atsakymai nelaikytini galutinėmis pirkimo sąlygomis. Paskelbus pirkimą, tiekėjai kviečiami išsamiai susipažinti su pirkimo dokumentais ir juos vertinti kaip galutinius ir privalomu.

| Eil. Nr. | Klausimas iš Rinkos konsultacijos klausimyno (lietuvių kalba) | Klausimas iš Rinkos konsultacijos klausimyno (anglų kalba) | Dalyvio pastaba / siūlymas | Perkančiojo subjekto atsakymas ¹ (lietuvių ir anglų kalbomis) |
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| 10.1. | Ar teiktumėte pasiūlymą dėl šio pirkimo objekto? Jeigu ne, prašome nurodyti priežastį kodėl. | Would you bid on this procurement object? If not, please give a reason why. | Also as mentioned it is subjected to the stock available at the time of the procurement process. | Norėtume pabrėžti, kad pagal Lietuvos Respublikoje galiojančius viešuosius pirkimus reglamentuojančius teisės aktus sutartis gali būti sudaroma tik su tuo tiekėju, kuris pateikia pasiūlymą ir kurio pasiūlymas pripažįstamas ekonomiškai naudingiausiu bei atitinkančiu visus pirkimo dokumentuose nustatytus |

¹ It is important to note that the responses provided to the comments received during the market consultation are for informational purposes only.

The technical specification and other procurement documents may be clarified and amended in accordance with the Contracting Authority's needs; therefore, these responses shall not be considered as final procurement conditions.

Once the procurement is announced, suppliers are invited to carefully review the procurement documents and treat them as final and binding.

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| | | | | <p>reikalavimus. Todėl pasiūlymą teikiantis tiekėjas turi būti ir būsimos sutarties šalis.</p> <p>Atkreiptinas dėmesys, kad Tiekėjas gali pasitelkti subteikėjus (sutarties vykdymui) arba dalyvauti pirkime jungtinės veiklos pagrindu, tačiau visi tokie subjektai turi būti nurodyti pasiūlyme.</p> <p>Finansiniai susitarimai tarp Tiekėjo ir kitų finansavimo ar partnerių subjektų (pvz., finansavimo institucijų) yra tiekėjo atsakomybė ir nėra derinami su Perkančiuoju subjektu.</p> <p>Perkantysis subjektas sutartinius santykius palaikys tik su pirkime dalyvaujančiu Tiekėju.</p> <p>We would like to emphasize that, in accordance with the legal acts regulating public procurement in the Republic of Lithuania, a contract may only be concluded with the supplier who submits a tender and whose tender is recognized as the most economically advantageous and compliant with all the requirements set out in the procurement documents. Therefore, the supplier submitting the tender must also be the party to the future contract.</p> <p>It should be noted that the Supplier may engage subcontractors (for contract performance) or participate in the procurement on the basis of a joint activity (consortium); however, all such entities must be indicated in the tender.</p> <p>Financial arrangements between the Supplier and other financing or partner entities (e.g., financing institutions) are the responsibility of the Supplier and are not coordinated with the Contracting Authority.</p> <p>The Contracting Authority will maintain contractual relations only with the Supplier participating in the procurement.</p> |
| 10.2. | <p>Ar techninėje specifikacijoje nurodytas pirkimo objektas yra aiškus?</p> <p>Jei ne, prašome nurodyti, kas neaišku ir ką turėtumėme paaiškinti ir (arba) patikslinti.</p> | <p>Is the object of the procurement specified in the technical specification clear?</p> <p>If not, please indicate what is unclear and what we should clarify and/or clarify.</p> | <p>Considering the recommendations and suggestions presented by _____ under this process, we can consider that the reference base information is clear. Also, as mentioned, for example, in _____ perspective should be established a minimum bottom offer for the value of contract. Also, it is not clear if the value to</p> | <p>Maksimaliam sutarties laikotarpiui, įskaitant galimus pratęsimus, numatytas maksimalus biudžetas 3,600,000.00 EUR be PVM. Šiuo atveju Perkantysis subjektas yra nustatęs techninius reikalavimus, kurie atitinka jo poreikius. Tiekėjai gali siūlyti ir geresnių parametrų prekes, bet planuojamame vykdyti pirkime ekonominio vertinimo kriterijai nebus keičiami ir didžiausias svoris bus skiriamas pasiūlymo kainai.</p> |

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| | | | <p>be considered will be the total cost of the contract for 36 months or if there is an add-on value for the extension. On technical side it shall be defined clearly the evaluation criteria for technical part. To compare economical offer, it must have a comparison also for technical evaluation.</p> | <p>The maximum budget foreseen for the maximum contract duration, including possible extensions, is EUR 3,600,000.00 excluding VAT. In this case, the Contracting Authority has established technical requirements that meet its needs. Suppliers may offer goods with better parameters; however, in the planned procurement the economic evaluation criteria will not be changed, and the greatest weight will be assigned to the tender price.</p> |
| 10.3. | <p>Ar turite pastabų dėl techninės specifikacijos ir sutarties sąlygų? Jeigu taip, prašome nurodyti punktus ir pastabas.</p> | <p>Do you have any comments on the technical specification and contract terms? If so, please indicate the points and comments.</p> | <p>The final terms and conditions for this contract will have to be discussed also with ____ once they will be the ones signing the finance renting contract. Regarding the technical specification it must be clear that are not expected the introduction of major modifications to the offered buses and that the offered buses are second-handed ones. Saying this, the buses being used do not comply with the new GSR2 regulations but are homologated as WVTA. As mentioned also, the procurement process shall be done for FCEVs. Being City buses M3 Class I the offered buses are not offered with seat belts on passenger seat neither comply with UNECE REG 66, once these are not mandatory for M3 Class I vehicles (city Buses). The range extender buses, once it is a different product and in the end is a battery bus with an FC stack as range extender, but with less capacity. It is important to state that the pressure of H2 tanks is 350 bar. Higher pressures like 700 bar will require further investment in the infrastructure side which is out of the scope for this procurement process. Also, the amount of H2 consumed by REX buses by its available capacity is much</p> | <p>Žr. atsakymą Nr. 10.1. Siūlomi pakeitimai šiuo metu nėra numatomi, kadangi pirkimo techninė specifikacija jau yra pritaikyta vandeniliu varomiems autobusams. Tiekėjai, teikdami pasiūlymus, privalės nurodyti vietinę įmonę, kuri atliks visus reikalaujamus remontus ar aptarnavimus.</p> <p>See response No. 10.1. The proposed changes are not currently planned, as the procurement technical specification has already been adapted for hydrogen-powered buses. When submitting tenders, Suppliers will be required to indicate a local company that will carry out all required repairs or maintenance.</p> |

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| | | | less for the infrastructure supplier that in case of FC buses. It shall be referred and required local workshop and technical support located in Vilnius through OEM dealership or third partner party. | |
| 10.4. | Kokie būtų kiti Jūsų pastebėjimai ir siūlymai dėl techninės specifikacijos ar sutarties sąlygų? | What would be your other observations and suggestions regarding the technical specification or the terms of the contract? | The technical specification must clearly evaluate consumptions and some energy study associated to it. SORT consumption only measures energy not consumption of Hydrogen. It shall be settled the heating and thermal comfort for passengers under certain operation conditions and the estimated consumption associated to it including the parameters used for that calculation. It must be settled a minimum lifetime for the fuel cell stack. Also, the energy study is important to validate the minimum range required. Also, shall be defined as part of the tender process a physical inspection to the vehicles prior to sign the contract. Also, it must be required photos of the vehicles proposed for this procurement process to be submitted. Also, it shall be possible to supply a mix of vehicles, but it should be given an added value to vehicles offered with the same specification. | Bus atsižvelgta į rekomendacijas ir bus papildyti reikalavimai dėl vidaus šilumos temperatūrų. Kuro elementų (Fuell cell) gyvavimo ciklo nėra poreikio nustatyti, nes Tiekėjai bus atsakingi už didelių agregatų remontus ar reikiamus pakeitimus, kur juose yra paminėtos kuro elementų celės. Skirtingos transporto priemonės pasiūlyme nebus priimtos, pasiūlymo metu kiekvienas Tiekėjas privalo siūlyti tokių pat parametru autobusus. Papildomas vertinimas nebus įtrauktas. The recommendations will be taken into account and the requirements regarding internal temperature conditions will be supplemented. There is no need to define the life cycle of the fuel cells, as the Suppliers will be responsible for major component repairs or necessary replacements where the fuel cell stacks are mentioned. Different vehicles within one tender will not be accepted; when submitting a tender, each Supplier must offer buses with identical parameters. Additional evaluation criteria will not be included. |
| 10.5. | Ar pasiūlymų vertinimo metodika ir atrankos kriterijai yra aiškūs ir suprantami? Ar turite pastabų dėl pasiūlymų vertinimo metodikos ir atrankos kriterijų? Jei taip, prašome nurodyti, dėl kurių punktų. | Are the methodology for evaluating proposals and the selection criteria clear and understandable? Do you have any comments on the methodology and selection criteria for evaluating proposals? If so, please indicate which items are in place. | Yes, but there are areas that should be revised. First, there is no method to evaluate the technical offer. We may be comparing economical offers referring to very different products without a matrix to guarantee that we are having a reference technical standard to validate the economical offer. Also, it must be stated clearly that the expected is a renting offer for these buses and not leasing. These are different financial models. In a renting process we can have a triangular process to allow the vehicles to be purchased by VVT. | Pasiūlymai bus vertinami pagal ekonomiškai naudingiausio pasiūlymo kriterijų, vertinant kainą ir kitus pirkimo dokumentuose nustatytus kriterijus. Tačiau didžiausias svoris skiriamas kainai. Taip pat svarbu, kad tiekėjo siūlomi autobusai visiškai atitiktų Techninėje specifikacijoje nustatytus reikalavimus, kurie yra parengti atsižvelgiant į Perkančiojo subjekto veiklos poreikius. Pažymima, kad pirkimo objektas yra autobusų nuoma, ne lizingas. |

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| | | | Regarding the financial criteria of evaluation, it must be defined a minimum bottom price for the offer. Also, to include the criteria colour in the formula, it makes little sense. It should be established a maximum age of 5 years for this procurement process from date of first license plate. | Techninės specifikacijos 2 punkto reikalavimas nurodo, kad siūlomų autobusų pirmosios registracijos data turi būti ne ankstesnė kaip 2021 metai. Tenders will be evaluated according to the criterion of the most economically advantageous tender, assessing the price and other criteria established in the procurement documents. However, the greatest weight will be assigned to the price. It is also important that the buses offered by the Supplier fully comply with the requirements set out in the Technical Specification, which have been prepared taking into account the operational needs of the Contracting Authority. It should be noted that the subject of the procurement is the rental of buses, not leasing. Clause 2 of the Technical Specification states that the date of first registration of the buses offered must not be earlier than 2021. |
| 10.6. | Ar pasiūlymo forma yra aiški ir suprantama? Pasiūlymo formą užpildyti lengva ar sudėtinga? Jei sudėtinga, prašome nurodyti, kuriose vietose. | Is the form of the proposal clear and understandable? Is it easy or complicated to fill out the offer form? If it is difficult, please indicate in which locations. | It is important that the contract is clearly defined between all the parties. | Sutarties sąlygos yra nustatytos sutarties projekte. Tiekėjai, pateikdami pasiūlymus, patvirtina, kad su šiomis sąlygomis susipažino ir jas priima. Perkantysis subjektas, apsvarstys galimybę vykdyti derybas dėl tam tikrų sutarties sąlygų, laikydamasis viešųjų pirkimų teisės aktų reikalavimų. The contract terms are set out in the draft contract. By submitting their tenders, Suppliers confirm that they have familiarized themselves with these terms and accept them. The Contracting Authority will consider the possibility of conducting negotiations regarding certain contract terms, in compliance with the requirements of public procurement legislation. |
| 10.7. | Ar turite pastabų dėl pirkimo sutarties projekte nurodytos kainodaros ir apmokėjimo tvarkos? Jeigu taip, prašome nurodyti dėl kurių punktų. | Do you have any comments on the pricing and payment procedure specified in the draft purchase agreement? If so, please indicate which points. | As mentioned above, it is not a purchase agreement but in the end it will be a Renting contract. It must be clear that Renting do not include the option of keep the buses by the end of contract. It shall be negotiated a solution for buy out of the buses. | Šiuo metu atliekame autobusų nuomos pirkimą, kurio pagrindu bus sudaryta autobusų nuomos sutartis be autobusų išpirkimo galimybės. At present, we are carrying out a procurement for the rental of buses, on the basis of which a bus rental contract |

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| | | | | will be concluded without the option to purchase the buses. |
| 10.8. | Ar tiekėjui būtų priimtina, kad maksimalus nuomos mokestis už vieno techniškai tvarkingo autobuso vieno kalendorinio mėnesio nuomą būtų 1 000,00 Eur be PVM? Šis maksimalus nuomos mokestis taikomas tais atvejais, kai pagal faktiškai nuvažiuotą ridą apskaičiuota mėnesio nuomos suma viršija 10 000,00 (dešimt tūkstančių) Eur be PVM. Tokiu atveju Nuomotojui mokėtina suma už vieno techniškai tvarkingo Autobuso vieno kalendorinio mėnesio nuomą neviršys 10 000,00 (dešimt tūkstančių) Eur be PVM. | Would it be acceptable for the supplier that the maximum rent for one technically sound bus per calendar month would be EUR 10,000.00 excluding VAT? This maximum rent is applied in cases where the monthly rental amount calculated on the basis of the actual mileage traveled exceeds EUR 10,000.00 (ten thousand) excluding VAT. In such a case, the amount payable to the Lessor for the rental of one technically sound Bus for one calendar month shall not exceed EUR 10,000.00 (ten thousand) excluding VAT. | This value cannot be EUR 10,000.00 excluding VAT. | Atsižvelgiant į pastabą, numatyta suma bus peržiūrėta ir patikslinta. Taking into account the comment, the planned amount will be reviewed and adjusted. |
| 10.9. | Koks būtų galimas autobusų nuomos įkainis vienam kilometrui, įsivertinant Techninės specifikacijos / Sutarties sąlygų reikalavimus? | What would be the possible bus rental rate per kilometre, taking into account the requirements of the Technical Specification / Contract Conditions? | | Atsižvelgiant į pastabą, numatyta suma bus peržiūrėta ir patikslinta. Pažymima, kad mokėjimas už nuomos paslaugas bus vykdomas pagal sutartyje nustatytą tvarką, t. y. mokama bus pagal faktiškai nuvažiuotą ridą, taikant tiekėjo pasiūlytą 1 km įkainį. Taking the comment into account, the planned amount will be reviewed and adjusted. It should be noted that payment for the rental services will be made in accordance with the procedure set out in the contract, i.e. payment will be made based on the actual mileage driven, applying the price per 1 km offered by the Supplier. |
| 10.10. | Ar pirmų 4 (keturių) autobusų pristatymo terminas iki 2026-11-10 dienos, o likusių per 180 kalendorinių dienų būtų įmanomas ir ar tai įtakotų pasiūlymo įkainį? Jei ne, prašome nurodyti, kokios galimos priežastys dėl termino pakeitimo galimai įtakotų pasiūlymo kainą. | Would the delivery deadline of the first 4 (four) buses until 10.11.2026 and the remaining 180 calendar days be possible and would this affect the price of the offer? If not, please indicate what possible reasons for the change of the deadline would possibly affect the price of the offer. | In case of success award we can deliver the 5 or 10 buses in a row, guaranteeing the deliver of at least 5 buses in November and teh remaining ones inmediately after. | |

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| 10.11. | <p>Ar yra aiškus eksploatacinės priežiūros, techninio aptarnavimo ir remonto taikomos metodikos ir atsakomybės?</p> <p>Jei ne, prašome nurodyti, kas neaišku ir ką turėtumėme paaiškinti ir (arba) patikslinti.</p> | <p>Is there a clear methodology and responsibilities for maintenance, maintenance and repair?</p> <p>If not, please indicate what is unclear and what we should clarify and/or clarify.</p> | <p>The maintenance cost is part of the renting program and offer. Maintenance program is clearly defined and will be performed by our local official dealer _____</p> | |
| 10.12. | <p>Ar turite pastabų dėl kitų pirkimo sutarties sąlygų?</p> <p>Jei taip, prašome nurodyti, dėl kurių punktų.</p> | <p>Do you have any comments on other terms of the purchase agreement?</p> <p>If so, please indicate which items are in place.</p> | <p>It must be clearly defined that parallel contracts may be needed to establish to the renting one in particular to include a buy out option. It must be clear that the contracts are established with _____ and not with a local company. It is subjected to _____ the possibility to require insurance schemes that guarantee the assets. Any penalty scheme must be discussed and adjusted in a reasonable way and to be agreed. It must be considered a minimum milage guaranteed and a calculation mechanism in case this milage is higher than the minimum contracted. The governing Law shall be defined in agreement with the procedures that _____ will have to follow.</p> | <p>Žiūrėti 10.3 atsakymą. Su kitomis įmonėmis nei nuomos pirkime pateikęs tiekėjas nebus derinami papildomi susitarimai. Pirkimo medžiagoje minimali garantuojama rida jau yra numatyta.</p> <p>See response No. 10.3. No additional agreements will be negotiated with companies other than the Supplier who submitted the tender in the bus rental procurement. The minimum guaranteed mileage is already specified in the procurement documentation.</p> |
| 10.13. | <p>Kitos (kiti) Jūsų pastabos, siūlymai, klausimai, įžvalgos, rekomendacijos.</p> <p>Jeigu šiame klausime neradote, Jūsų nuomone, svarbaus klausimo, prašome jį pateikti ir pakomentuoti galimą atsakymą.</p> <p>Taip pat paaiškinkite, kuo ir kaip Jūsų pastabos, siūlymai, rekomendacijos gali riboti kitų tiekėjų galimybes dalyvauti pirkime?</p> | <p>Your other (other) comments, suggestions, questions, insights, recommendations.</p> <p>If you do not find a question in this questionnaire that you think is important, please submit it and comment on the possible answer.</p> <p>Also, explain how and how your comments, suggestions, recommendations may limit the possibilities of other suppliers to participate in the procurement?</p> | <p>On a renting process,</p> <p>Services Included:</p> <ul style="list-style-type: none"> • Scheduled Maintenance (according to the Maintenance Plan defined by the Manufacturer; • Preventive and Corrective Maintenance (resulting from wear or breakdown of components by normal use); • Diagnostic tools for the maintenance company; • Technical support guarantees -During the General warranty period of the contract; • Transportation and legalization costs. <p>Excluded Services:</p> <ul style="list-style-type: none"> • Tire replacement management and special tires for winter | <p>Perkantysis subjektas iš dalies atsizvelgs į pasiūlymus, o reikalavimai esant poreikiui bus papildyti / patikslinti.</p> <p>The Contracting Authority will partially take the proposals into account, and the requirements will be supplemented and/or clarified if necessary.</p> |

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| | | | <ul style="list-style-type: none"> • Reparations related to accidents, acts of vandalism or similar; • Liability in terms of insurance to be carried out: both civil liability and own damages (ensuring that in this case any compensation should have the owner of the vehicle as beneficiary); <p>Other exclusions not mentioned but discriminated against in the service contract.</p> | |
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Pirkimų skyriaus vyresnioji vadybininkė

Anželika Gedris

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