

Report of the market interaction information meeting on Heavy Goods Vehicle Charge in the Netherlands – Plenary European Electronic Toll System -session

Ministry of Infrastructure and Water Management

Plenary EETS-session, Amsterdam, 14-10-2019, 14:15 – 15:30 hrs.

The Ministry of Infrastructure and Water Management organised an information meeting on October 14th 2019 at the WTC in Amsterdam. After a general information session on the Heavy Goods Vehicle Charge (HGVC) in the morning and the early afternoon, a plenary EETS session was held.

During this session, interested parties were informed about the current status of some EETS aspects of the Heavy Goods Vehicle Charge in the Netherlands.

The plenary EETS session was chaired by Alain François, who started the session by introducing the two speakers: Frédéric Koeman and Martin Blokland.

The presentation, which is available on www.vrachtwagenheffing.nl, was divided into the following subsections:

- Introduction
- Building blocks for a viable EETS Business case
- How do we expect to realize our EETS-ambition?
- The way forward
- Questions

Next to the presentation that has been published, short summaries of the presentations and the Q&A's are provided in this report.

Frédéric Koeman – Introduction

This meeting fits in a broader framework of the Ministry's interaction with the EETS market, that started in February of 2019 with a market sounding session with AETIS and EETS providers who are not AETIS members. The sounding was carried on by Mark Frequin, former DG of the Ministry, at the Road User Charge Conference in Brussels. Moreover, the Ministry is also continuously sharing knowledge and experiences with the Belgian and German toll chargers.

He explained how the Dutch Coalition Agreement asks for interoperability of on board equipment (OBE) and how the policy framework states that the Netherlands wants to use independent private toll service providers as much as possible for the collection of the toll, adding that it is expected that competition within the EETS market could foster innovation and (therefore) enhance the user experience.

Further, Frédéric discussed the provisional planning until go-live (slide 5) based on the perspective of EETS providers who want to be accredited to the Dutch EETS domain before go-live.

Finally, Frédéric highlighted that the purpose of the meeting is to be transparent on the state of affairs of the implementation of the EETS aspects of the Heavy Goods Vehicle Charge, which means that all information is therefore provisional and that feedback of the audience is most welcomed.

Martin Blokland – Building blocks for a viable EETS Business case

Martin Blokland presented a few relevant facts & figures about the Dutch "HGVC-market" stressing that:

- All data projected in the slides are indicative and the Ministry cannot be held responsible for their accuracy
- the Ministry is willing to share the available public information
- It's the EETS providers (and their "resellers" and business partners') responsibility to build their own business case for the Heavy Goods Vehicles Charging market in the Netherlands

Regarding the estimation of the market size, Martin stressed that this number understandably rests on different variables.

With respect to the number of kilometers driven by Dutch carriers, compared to the number of kilometers driven by foreign carriers, Martin pointed out that the available data suggest that foreign carriers use toll roads more often.

Regarding the graphical representation of the breakdown of toll charge per Euro emission class, Martin explained that the distribution showed on the slides is based on the data for Dutch carriers and is not necessarily the same for foreign carriers.

With regard to the breakdown of number of trucks using Dutch roads, Martin stressed that the estimation of the number of Dutch trucks is reasonably robust, but that the estimation of the number of foreign carriers is less certain. He added that the data suggest that, of the approximately 125.000 Dutch trucks, approximately 85.000 are professional carriers and approximately 40.000 are trucks driven for the own account of the owner (e.g. super market chains).

Martin answered the following questions from the audience:

Question: Doesn't the introduction of the heavy goods vehicle charge lead to significantly higher charge and revenue than the revenue generated by the Eurovignette?

Answer: With the revenue recycling (*terugsluis*) agreed upon in the Coalition Agreement, the Eurovignette will be abolished and the introduction of the HGVC will not increase the authorities' net income, as the net income of the charge will be reinvested in the transport sector to be used for innovation and sustainability.

Question: Do you know which part of the trucks travels abroad?

Answer: Reference is made to the aforementioned distribution of professional carriers (approximately 85.000) vis-à-vis trucks used for own account (approximately 40.000). The data indicates that the vast majority of the first group drives internationally, while a larger proportion of the trucks used for own account is probably only used domestically. The data suggest that approximately 60% of the Dutch fleet could be driving internationally.

Question: When will the RFI (Request for Information) be published?

Answer: This topic is addressed in the session on the work packages ("Inkoop"/"tender"), held in parallel, and tender rules do not apply to the contractual relation of EETS providers with the Dutch toll charger and a RFI is thus not a relevant document.

Question: After having sought clarification of the word "lager" on slide 13 (meaning "lower") an audience member inquired about the following: what are the Ministry's intentions with respect to the assessment that fleets are expected to become cleaner in the coming years?

Answer: The speakers answered that this is a policy question.

Question: Are you considering to allow the EETS-providers to issue invoices to the users on behalf and in the name of the toll charger (see article 6.4. of the new EETS directive)?

Answer: The speakers referred to Nikolai Jacobs' answer that the new EETS-directive will be complied with.

Frédéric Koeman – How do we expect to realize our EETS-ambition?

Frédéric Koeman started this section by stressing that it is the Ministry's intention to make sure that EETS providers recognize the technical, legal and commercial conditions of the Dutch heavy goods vehicles (because it is based on experiences of neighboring countries, and Belgium in particular). That being said, the Dutch scheme will have its own specificities, which will be shared with the market in a timely manner. This section of the presentation is aimed at describing a number of the EETS related specificities of the contemplated Dutch scheme.

Frédéric highlighted that the Ministry wants to scope the Main Service Provider (MSP) in an optimal manner and that this will relate to whether EETS providers will service a substantial number of users. Scoping the MSP optimally will require forthcoming and accurate information by EETS providers on their ambitions (when presenting their technical and commercial concepts) and on the number of users they entered into contract with (in the months prior to go-live).

With respect to accreditation, Frédéric Koeman explained that the approach differs from the approach of the German toll charger, since it is the Ministry's intention to allow for parallel testing of different providers, if necessary. Furthermore, the Ministry is currently studying how to read across results of verification (and if possible also tests) that the EETS-providers have carried out to be accredited to other EETS domains. Finally, the Ministry considers to create a pilot phase before go-live, which could help providers, the toll charger and (certain) users to get used to the system, whilst getting rid of minor mistakes and solving early problems. This pilot phase could entail that providers send mock invoices to their users without actually charging them. Frédéric stresses that this is an early idea which is being examined at the moment and that feedback is welcome on this subject.

Frédéric Koeman – The way forward

Frédéric Koeman ended his presentation by referring to the individual meetings that will be held on 15 and 16 of October and the weeks thereafter with EETS providers and their “resellers” who registered timely.

He also looked ahead to the next instances of market interaction.

Frédéric Koeman and Martin Blokland - Questions

At the end of the meeting, the following questions were asked and answered:

Question: Given your intention to rely heavily on coverage of users by EETS providers, how are you managing the risk that one of these providers might not be ready at go live and are you taking into account that the production of OBU’s requires a substantial lead time?

Answer: In such circumstances, the Ministry will most likely need to scale up the MSP and the Ministry foresees that the contract with the MSP will offer sufficient flexibility to do so.

Question: When will the technical specifications be made available to EETS providers?

Answer: The technical explanation of the policy framework and the baseline for the implementation of the program is set out in the [Globaal ontwerp heffingsysteem](#), available on the website www.vrachtwagenheffing.nl.

The exact timing for the sharing of the complete set of technical specifications has not been set, but it is the Ministry’s intention to provide transparency in due time.