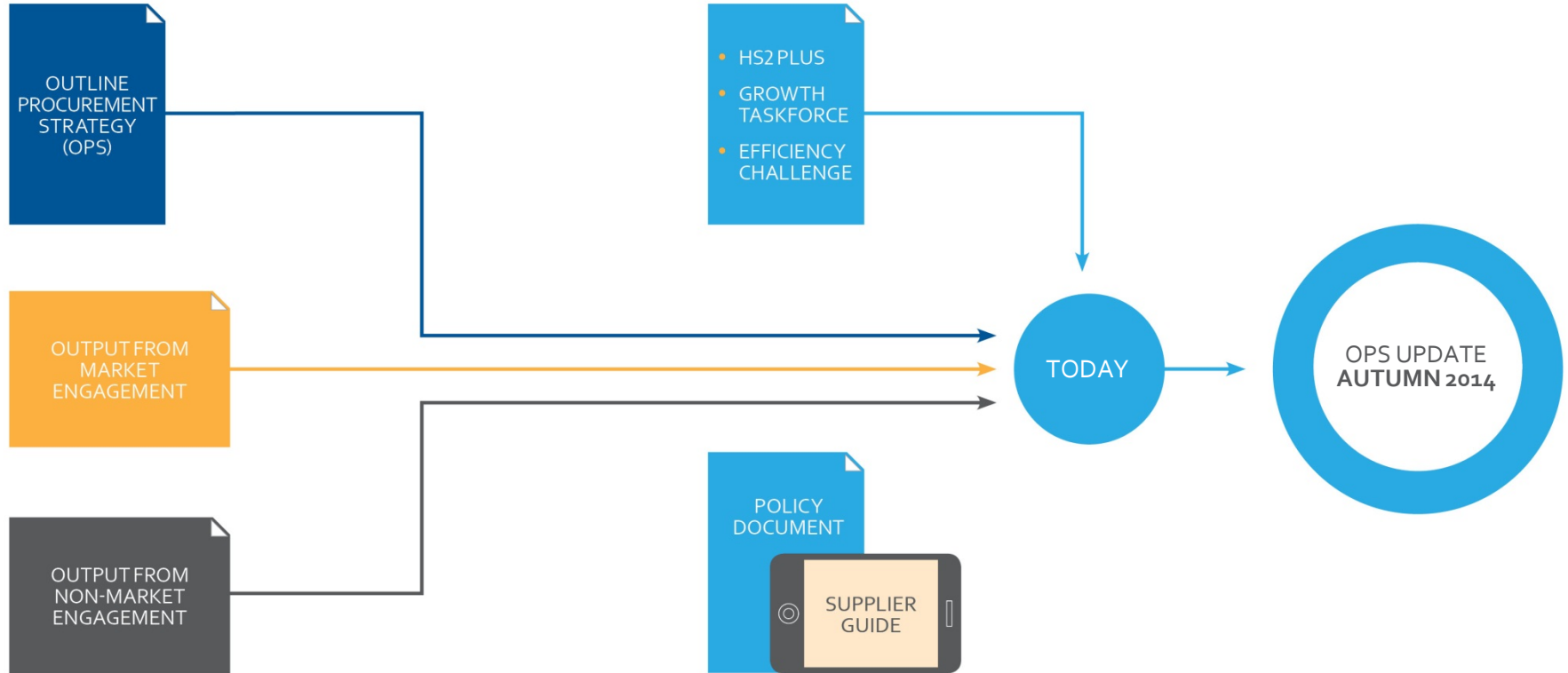


Beth West

Commercial Director

Procurement strategy development process



Market Engagement Programme

7

CATEGORY-
FOCUSED
WORKSHOPS



people

from



suppliers

23

EXECUTIVE-LEVEL
ONE-TO-ONE
MEETINGS

7

REGIONAL
AWARENESS
EVENTS



people

over half
from SMEs

400

RESPONSES TO
OUR ONLINE
SURVEY

Market feedback

BIG,
GEOGRAPHICALLY
BASED PACKAGES

EARLY CONTRACTOR
INVOLVEMENT THE
RIGHT APPROACH

WHERE TO FIND
SUPPLY CHAIN
OPPORTUNITIES

FURTHER QUESTIONS
FOR HS2

Categories



DESIGN &
SERVICES



TUNNELS



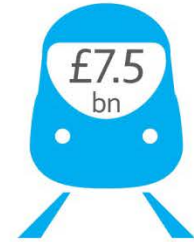
SURFACE
ROUTE



STATIONS



RAILWAY
SYSTEMS



ROLLING
STOCK

Enabling and advance works – enabling works costs are included within the figures provided and not identified separately.

Phase One
& Two

Civil engineering packages

Tranche 1

Package

LONDON
TUNNELS

NORTHOLT
TUNNELS

CHILTERN
TUNNELS

GREATWORTH
TO
BIRMINGHAM
INTERCHANGE

BIRMINGHAM
SPUR AND
BROMFORD
TUNNEL

Civil engineering packages

Tranche 2

Package

NORTH OF
CHILTERN
TUNNELS TO
QUANTON

QUANTON TO
GREATWORTH

LOT 1 -
BIRMINGHAM
INTERCHANGE
STATION

LOT 2 -
BIRMINGHAM
CURZON STREET
STATION

DELTA
JUNCTION &
COLESHILL TO
WEST COAST
MAINLINE TIE-IN

Railway systems

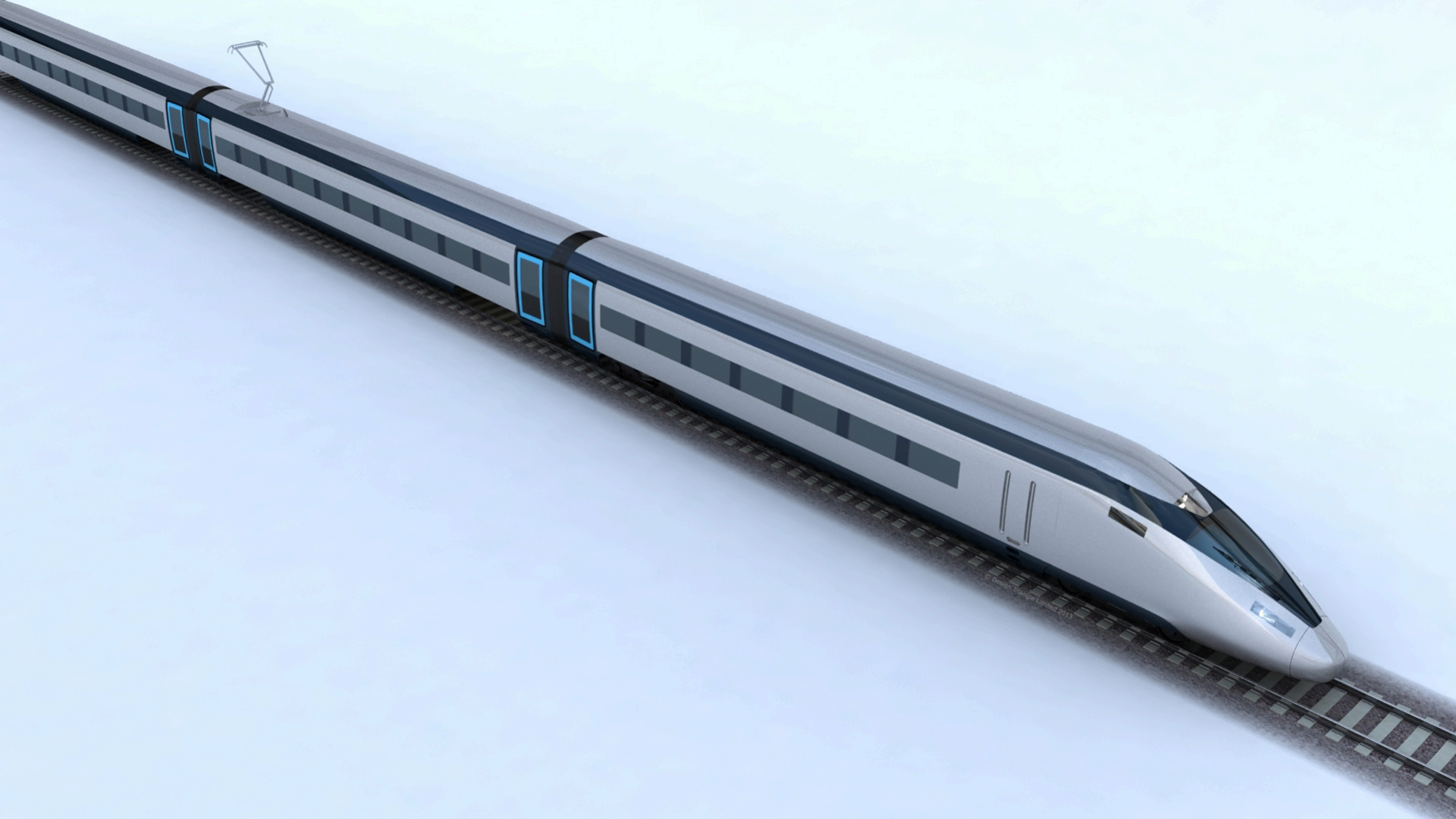


TRACK

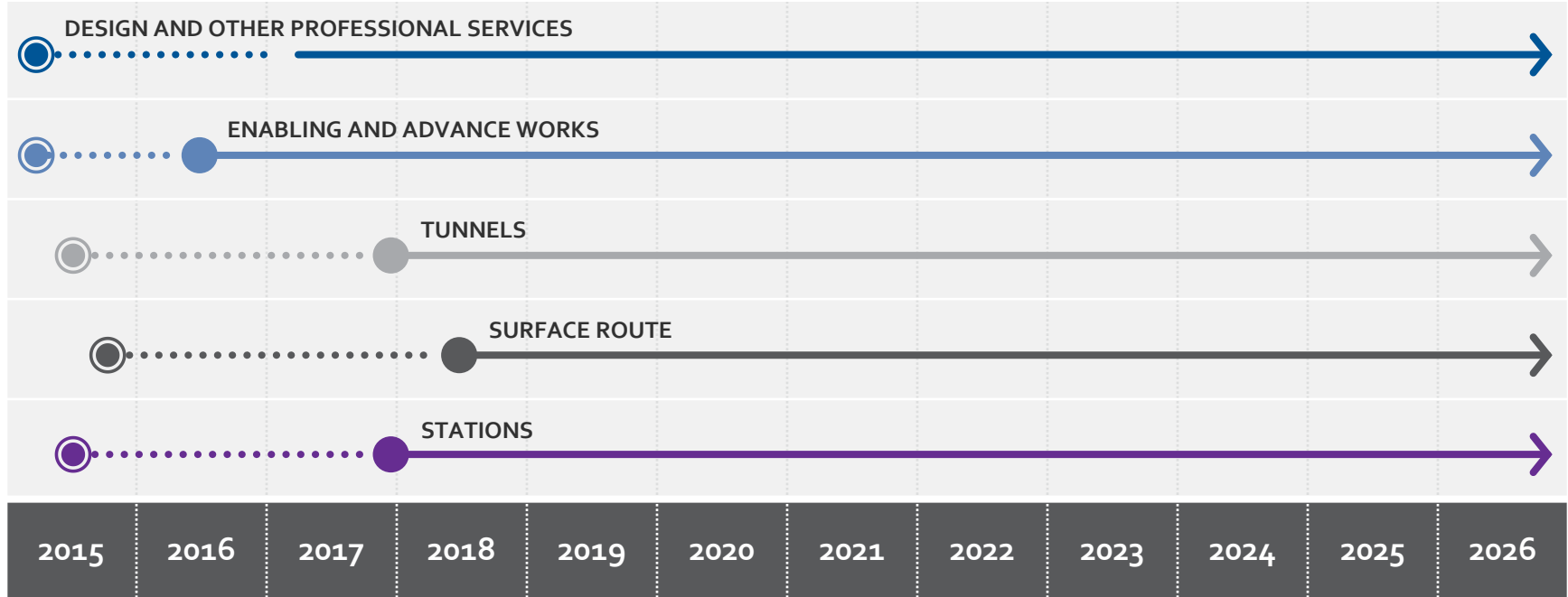
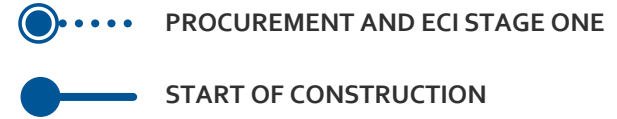
POWER

COMMUNICATIONS

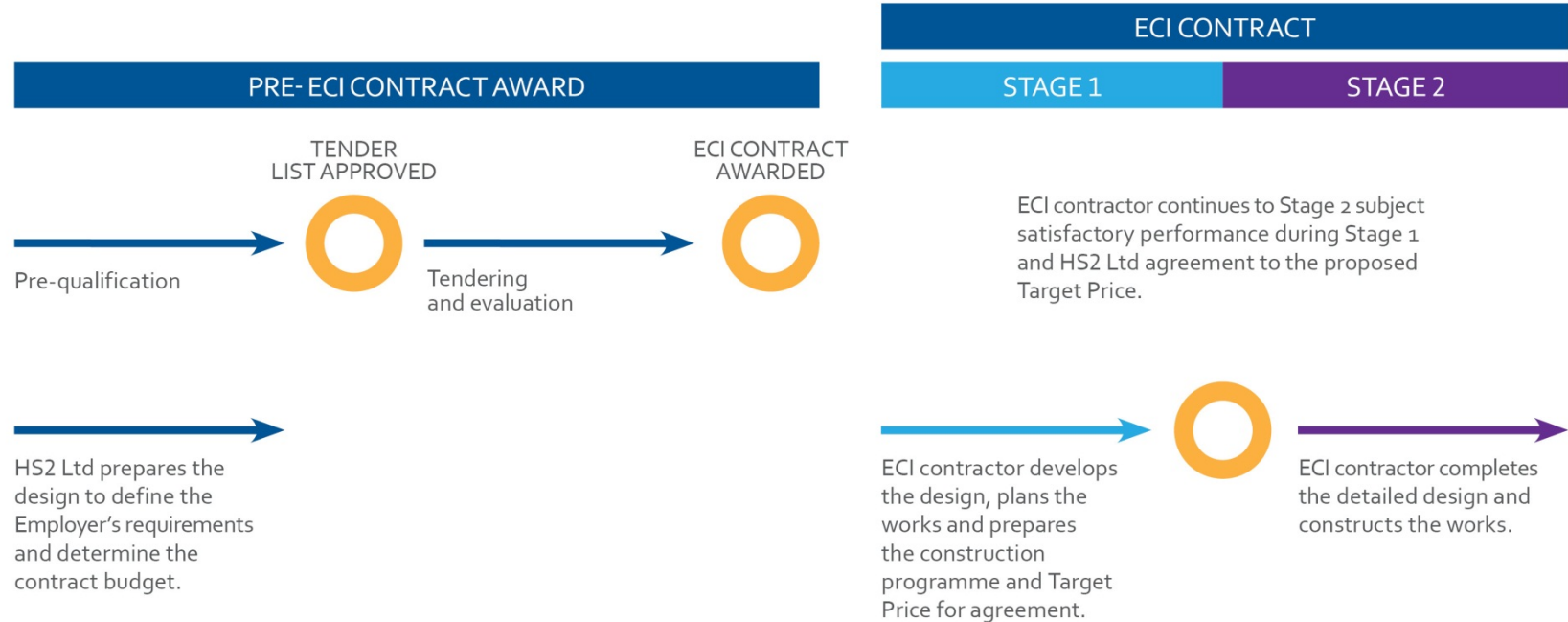
SIGNALLING



When we will be buying



Early Contractor Involvement (ECI)



Forms of contract

SIMPLE TO
IMPLEMENT

FOSTER
COLLABORATION

ALLOCATE RISK
APPROPRIATELY

INTEGRATE THE
SUPPLY CHAIN

Fair payment



Performance and incentives



How we will be choosing suppliers



Health, safety
and security



Environment



Design for
passengers



Skills and
employment



Benchmark for delivery and
operational excellence



Vibrant city
regions



On time



On budget

How we will engage with you



CATEGORY
INDUSTRY
DAYS

REGIONAL
ROADSHOWS

MARKET
SOUNDINGS

'MEET THE
CONTRACTOR'
DAYS

Thank you

Supply Chain Conference
#hs2supplychain

Supply Chain Conference