



Network Rail Eastern Region

Market Engagement - Control Period 7 (CP7) Renewals & Minor Enhancements (Capital Delivery)

October 2021

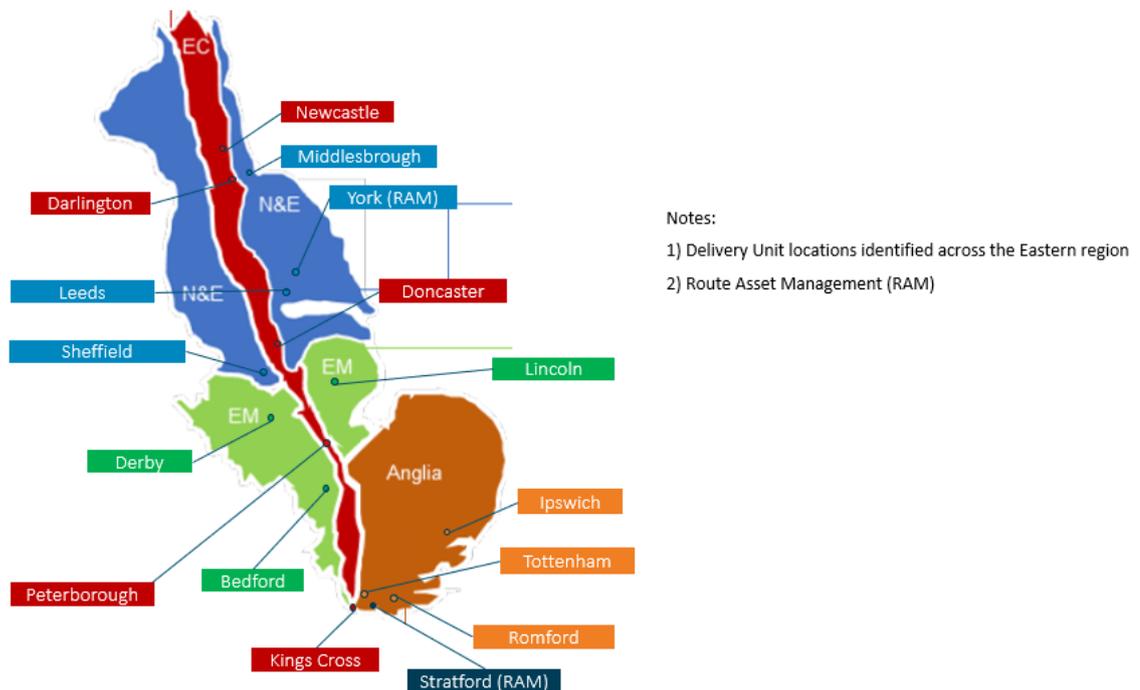
1. Background

- 1.1. Following on from the Control Period 7 (CP7) Market Sounding event on the 1st of July 2021, we would like to conduct a further market engagement event to provide an update and obtain market feedback on the proposed procurement strategy for the CP7 Renewals and Minor Enhancements portfolio (Capital Delivery) in Network Rail's Eastern Region.
- 1.2. **PLEASE NOTE THAT THIS IS NOT A CALL FOR COMPETITION.** The purpose of this event is for Network Rail Eastern Region to provide you with additional information about its CP7 objectives and to understand what you require from Network Rail Eastern Region in order for works, services or supplies to be delivered in the most efficient manner. There is no guarantee that any information acquired by Network Rail in this event will play any part whatsoever in any decision by Network Rail on whether or not to procure any particular works, services or supplies. However, the better Network Rail's knowledge of how best to deliver the works, services or supplies, the better Network Rail's decisions on whether, and if so what, to procure will be.
- 1.3. Information within this document remains the property of Network Rail and may be used only for the purpose of informing a response to this market engagement event. By agreeing to participate in this event, you and your organisation also agree to:
 - Refer any communications received from third parties regarding the content or participation in this market engagement event to EasternRegionCP7@networkrail.co.uk.
 - Not make any public statement in relation to this market engagement without the prior written approval of *Network Rail*.
- 1.4. If your organisation does not wish to be involved in this market engagement event, please email EasternRegionCP7@networkrail.co.uk and confirm all copies of this document have been destroyed. Non-participation in the market engagement event shall not prevent any supplier from participating in any future procurements.
- 1.5. This market engagement event will take place from **1:00-4.15pm on the 13th of October** via MS Teams. The event agenda will comprise of the following:
 - 1) **Part 1 MS Teams Live event:**
 - the updates and CP7 expectations from Eastern Region's Managing Director, Capital Delivery Director and Route Infrastructure Director.
 - informing the market about latest developments of the Eastern Region CP7 procurement proposal, timing plan and obtaining feedback from the supply chain organisations.
 - 2) **Part 2** Interactive breakout working groups (through MS Teams) with Network Rail leads: we would like to listen to the supply chain's feedback following the Part 1 presentations. Please note that **only ONE senior management representative per organisation will be required to attend.**
 - 3) Post event: a follow up questionnaire will be issued to the attendees to seek additional feedback.
- 1.6. **Deadline: please register your interest to Part 1 (the MS Teams Live event) and Part 2 (the interactive workshops) separately by email to EasternRegionCP7@networkrail.co.uk, no later than 23:59, Saturday the 9th of October 2021.**

2. Network Rail Eastern Region

2.1. The Eastern Region is formed of 4 routes, Anglia, East Coast, East Midlands and North & East as identified below. The diagram includes the Delivery Unit locations and as well as where the 2 Route Asset Management (RAM) teams are based (Stratford and York). Additional information on the region can be found at:

<https://www.networkrail.co.uk/running-the-railway/our-regions/eastern/>



3. CP7 Renewals & Minor Enhancements Procurement Objectives

- 3.1. In order to provide a safe, reliable, efficient, and sustainable railway, Network Rail's ambition is to establish a world class supply chain that builds long-term mutually beneficial relationships and encourages joint strategic development – in a fair, transparent, and consistent manner.
- 3.2. We propose to procure renewals & minor enhancement differently in CP7, adopting a multi-discipline rail system approach that is flexible with a focus on productivity, great efficiency, and passenger & freight users' outcomes.
- 3.3. CP7 Renewals and Minor Enhancements (Capital Delivery) procurement will cover portfolios of Structures, Earthworks & Buildings, Electrification & Plant and Signalling & Telecoms projects in the Eastern Region capital delivery function. The five strategic focus areas for the CP7 procurement strategy are:

- 1) **Rail system approach:** This means working across traditional disciplines and supply chain organisations in a collaborative way to create efficiencies, solutions & harness innovation, and where outperformance is incentivised.
- 2) **Capability:** enable investment in people, technology, and equipment
- 3) **Productivity:** standardise and productionise what we procure (packaged work and reduce variances), drive down cost of indecision and drive out layers of inefficiency
- 4) **Sustainability:** drive the implementation of Network Rail's sustainability strategy, champion social value, and consider the impact on suppliers, local economy, and environment
- 5) **Behaviours:** early and closer engagement, create trust and transparent approach, focus on relationships

3.4. Through the above five strategic focus areas and CP7 procurement, we aim to achieve the following outcomes:

- 1) Selection of the right suppliers with the right behaviours for the right types of work.
- 2) Highly collaborative relationships and integrated ways of working.
- 3) Incentives to drive cost/value performance.
- 4) Flexibility in contracting and work allocation.
- 5) A portfolio of works and line of route approach to maximise productivity and passenger benefits.
- 6) Allowing the supply chain to invest in people and technology based on a level of commitment to support the achievement of productivity targets and passenger outcomes.

If your organisation has any queries regarding this market engagement, please contact EasternRegionCP7@networkrail.co.uk.

Thank you for your interest and we look forward to hearing from you.