



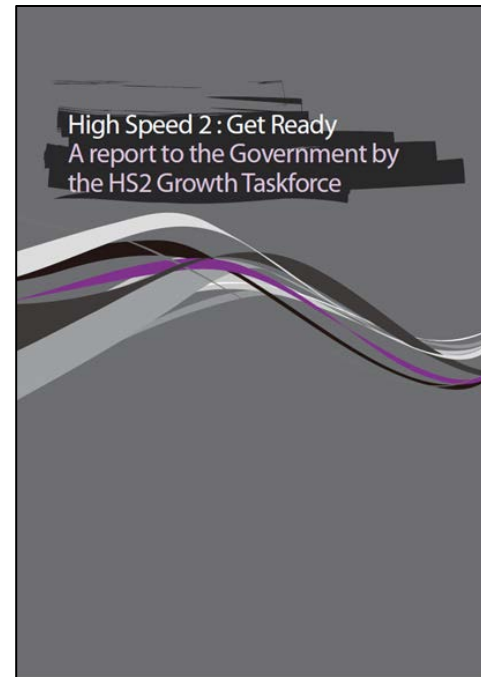
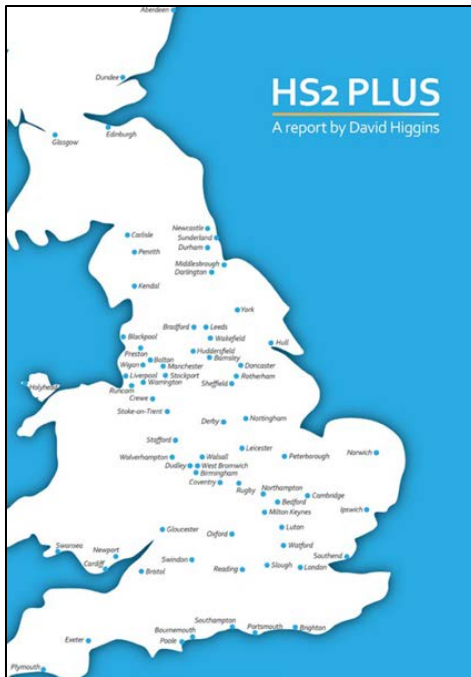
Richard Mould
Head of Procurement, HS2
*Procuring projects
successfully using NEC3*

HS2 summary



- HS2 Ltd is the company responsible for developing and promoting Phase One of Hs2
- The Government gave the go-ahead for a High Speed Rail network called High Speed Two (HS2) on 10 January 2012
- HS2 will be a Y-shaped rail network providing direct, high capacity high speed rail links between London and Birmingham and onto Manchester and Leeds.
- HS2 key stats:
 - 330 miles of new track
 - 9 HS2 stations – 4 new stations
 - Up to 18 trains per hour in each direction, running on HS2 and existing lines
 - Up to 225 mph (360kph)
 - Budget of £42.6bn (incl. £14.4bn contingency)

HS2 PLUS and Growth Taskforce Report



David Higgins' Report 'HS2 PLUS':

<http://assets.hs2.org.uk/sites/default/files/inserts/Higgins%20Report%20-%20HS2%20Plus.pdf>

David Higgins' Report 'HS2 PLUS'

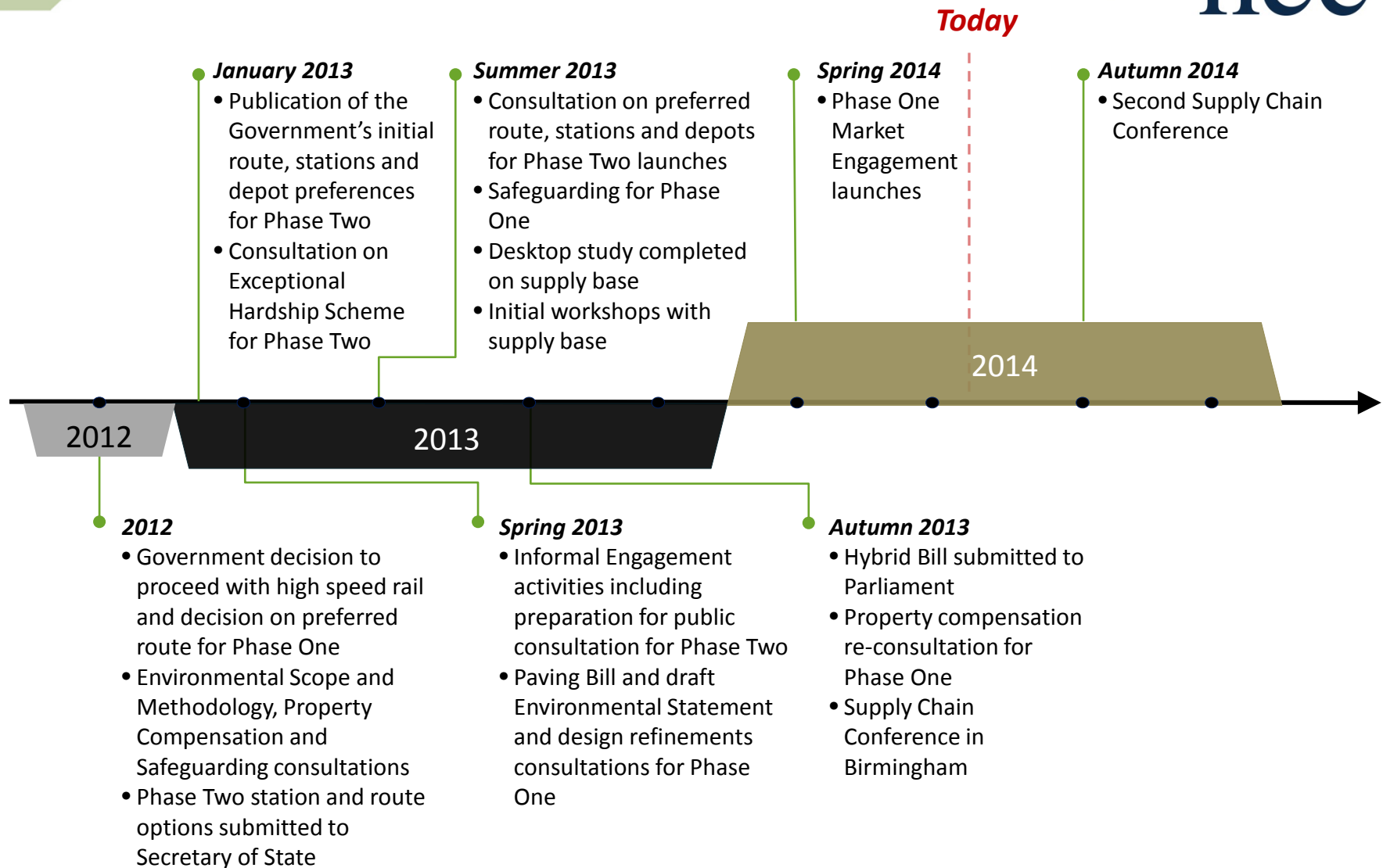
Supporting Slides:

http://assets.hs2.org.uk/sites/default/files/inserts/Higgins%20Report%20Supporting%20Slides_0.pdf

HS2 Growth Taskforce Report:

https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/294851/hs2-get-ready.pdf

HS2 Timeline – The story so far



Proposed Work Packaging Approach



Package	Upper value for all packages in category (£m)	Summary Approach
Tunnels	2,900	4 main packages of work, geographically based with interfaces determined by tunnel type and construction methodology.
Surface Route	2,700	3 to 6 main packages of work, geographically based with interfaces taking into account engineering issues.
Stations	2,600	4 main packages (one main per station), but with the Option of combining the Birmingham stations and splitting Euston into several packages.
Enabling Works	600	New framework agreement established, using 'Lots' for different work types and locations.
Railway Systems	1,500	4 to 6 route-wide packages, functionally based with number of systems per package based on market capability and technical interfaces.
Design Services	350	Multi-disciplinary packages to progress design to a level appropriate to the contracting strategy and provide on-going Employer's agent duties as required.
Rolling Stock, Depots and Signalling	2,000+	Single package, with location of depots to be established by HS2 Ltd.

Indicative contracting strategy



Package	Contract	Approach
Tunnels	ECI based on NEC3	<p>Employer prepares Preliminary Design to approximately RIBA C / GRIP3. (See Appendix 3 on page 25 for further detail)</p> <p>Early Contractor Involvement (ECI), i.e., an integrated contractor and designer team appointed under an incentivised 2-stage contract with a break point between stages 1 and 2.</p> <ul style="list-style-type: none"> • Stage-1: develop design, construction planning and agree works price • Stage-2: detailed design and build
Surface Route	ECI based on NEC3	Same approach as tunnels.
Stations	ECI based on NEC3	Same approach as tunnels.
Enabling Works	Framework based on NEC3	Amount of Employer design and NEC3 option to be tailored to the work package.
Railway Systems	ECI or D&B based on NEC3	<p>Employer prepares a performance specification;</p> <p>ECI approach as tunnels; or</p> <p>Design and Build (D&B), i.e., an integrated contractor and designer team appointed to an incentivised 1-stage contract.</p>
Design Services	Framework based on NEC3	Use of HS2 Ltd's existing professional services framework (PSF) pre-Royal Assent until expiry, followed by replacement with a new PSF to include design services to suit the contracting strategy.
Rolling Stock, Depots and Signalling	Bespoke	Employer prepares a performance specification. Term contract to supply and maintain the rolling stock, depots and signalling.

Phase One Market Engagement



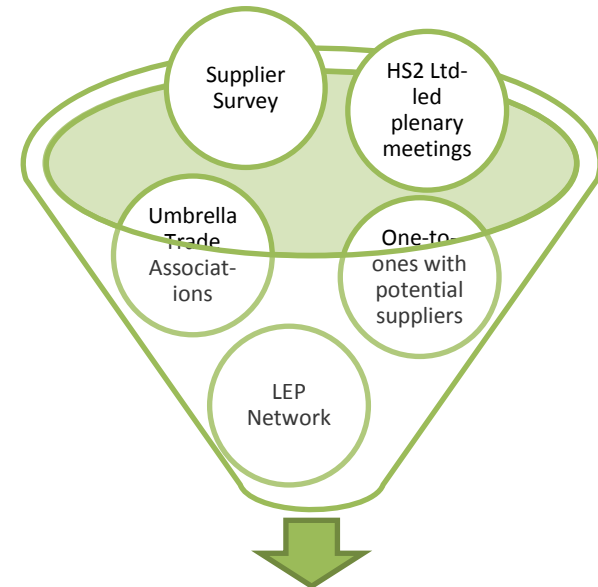
Categories

- Tunnels;
- Surface Route;
- Stations;
- Enabling Works;
- Railway Systems;
- Design Services; and
- Elements of Rolling Stock, Depots & Signalling.

Topics

- Examining the work packaging approach;
- Understanding market constraints and supply chain risks;
- Optimising contracting mechanisms for both HS2 and the supply market;
- Encouraging innovation;
- Driving SME engagement; and
- Embedding sustainability into procurement.

Market Engagement Channels



**Updated Procurement
Strategy**

Supply Chain Conference 2014



Phase One Market Engagement

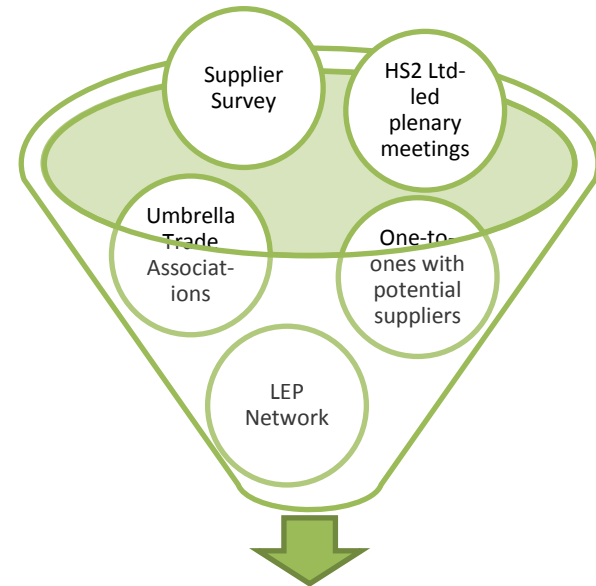


400 *Suppliers taking part as a direct result of the market engagement*

7 *Seminars arranged with Umbrella Trade Associations*

8 *Regional Local Enterprise Partnership seminars arranged*

Market Engagement Channels



Updated Procurement Strategy

Supply Chain Conference 2014

Engaging with the Market - Existing Networks



Railway Industry Association

Engaging with the Market

- Industry Days
- Meet the Contractor Days
- Supply Days



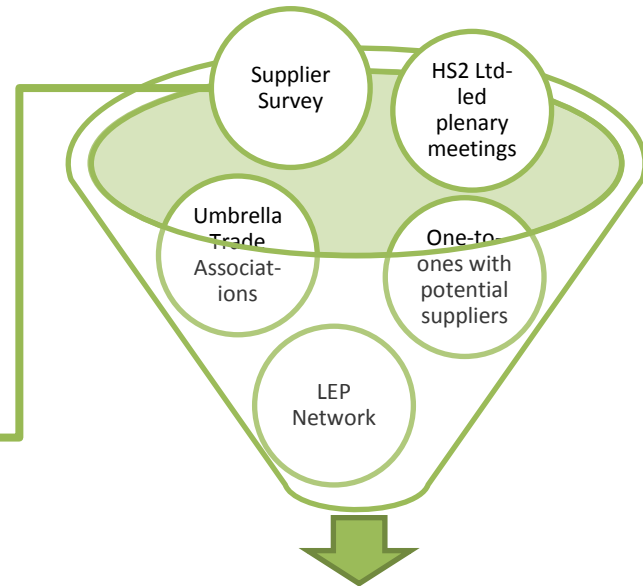
Phase One Market Engagement



Market Engagement Channels

Supplier Survey via the
following link:

<https://hs2.bravosolution.co.uk>



**Updated Procurement
Strategy**

Supply Chain Conference 2014

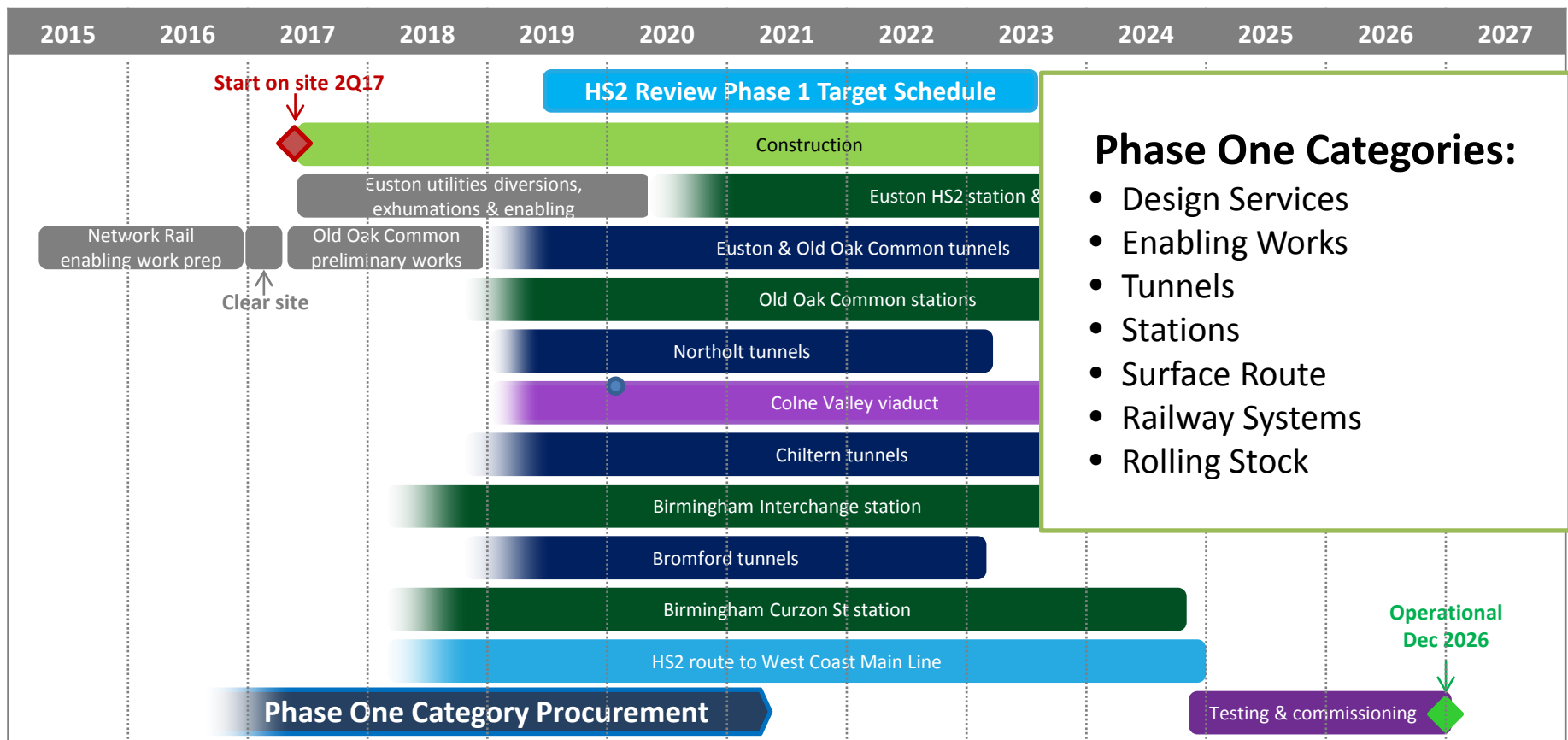
Policy Document

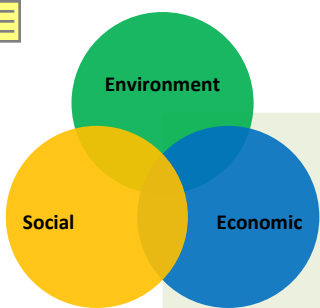
Supplier Guide

Indicative programme plan – Target 2026



- Target completion for December 2026 operational service
- Dependent on Parliamentary process and powers granted by Royal Assent
- Depot relocation and start on site at Euston and Old Oak Common are critical





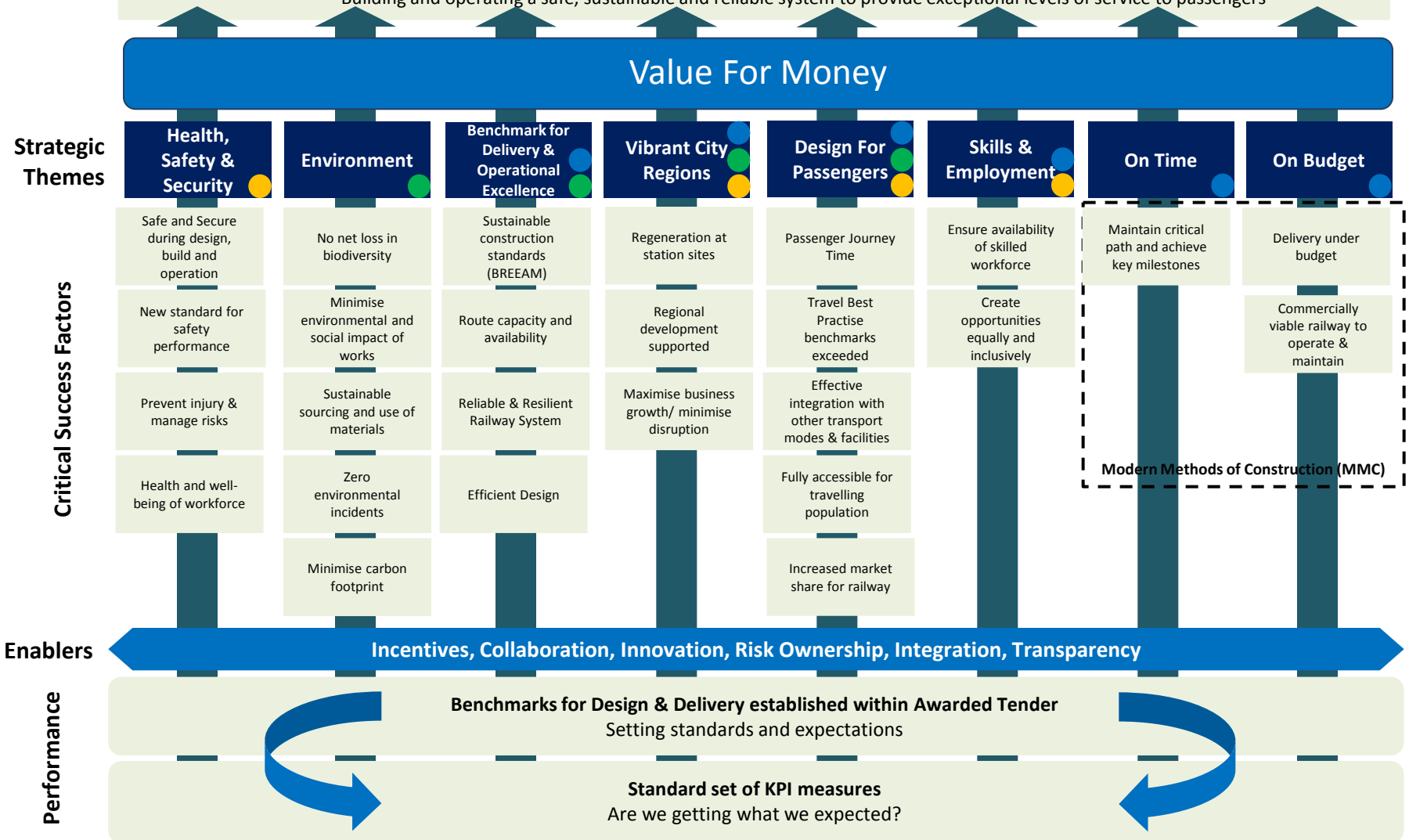
Hs2 Balanced Scorecard for Procurement

HS2 Vision

The new North-South rail link is an engine for growth. It will revitalise Britain's rail network to provide the capacity and connectivity we need to drive national and regional competitiveness.

The HS2 programme will set the standard for the delivery of transport systems and infrastructure by:

- Engaging with all our stakeholders fairly
- Delivering value through the effective management of the design and build programme
- Building and operating a safe, sustainable and reliable system to provide exceptional levels of service to passengers



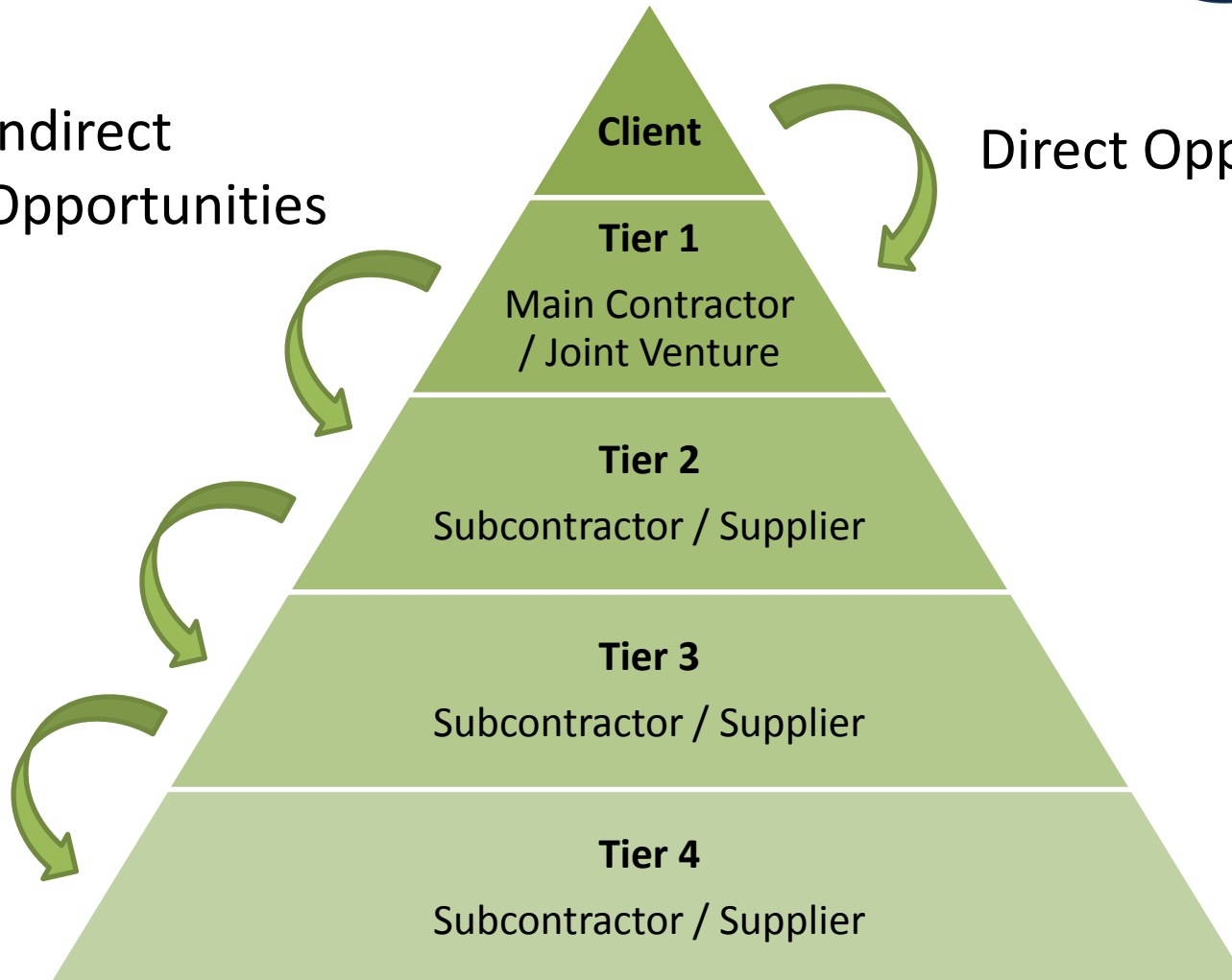


Supply Chain Structure



Indirect
Opportunities

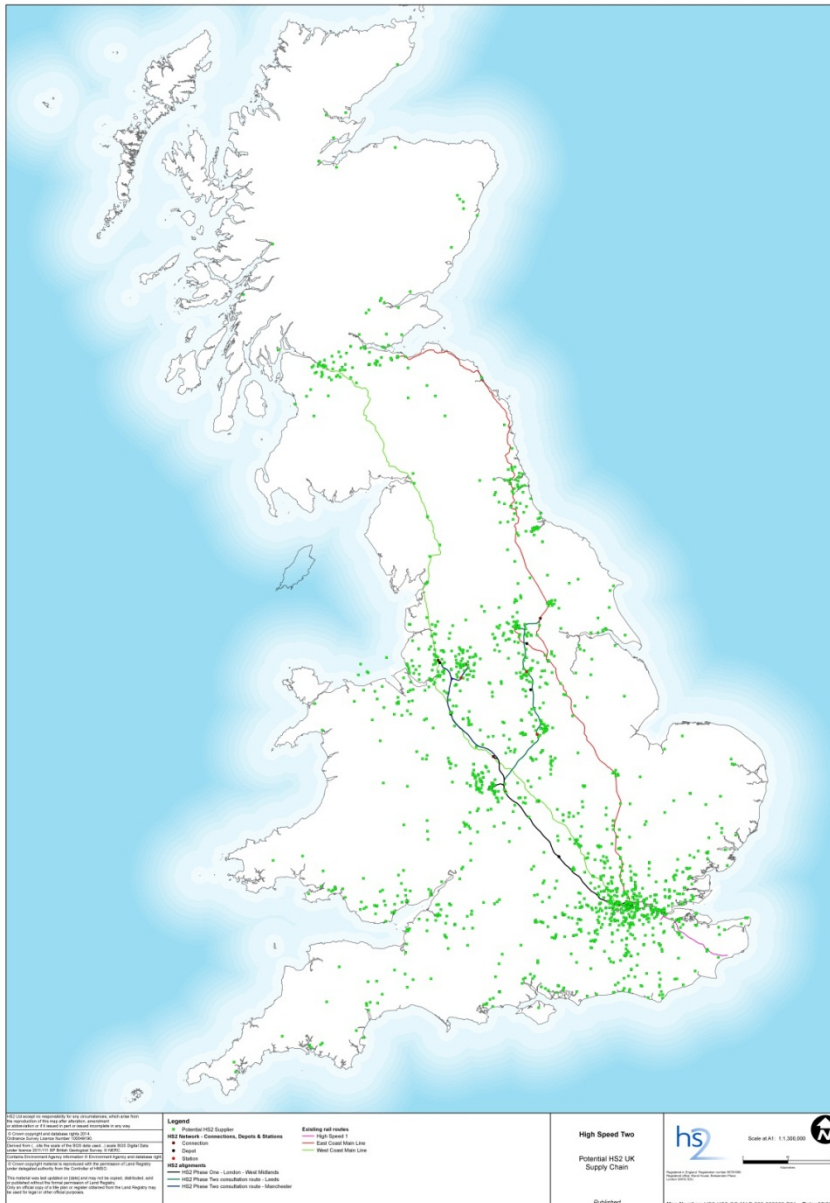
Direct Opportunity



HS2 Potential Supply Chain Map



- Over 1,600 potential suppliers, plus over 60 suppliers in Northern Ireland
- Sources:
 - Supply Chain Conference registered suppliers
 - Crossrail suppliers
 - CECA suppliers
 - Achilles suppliers





CompeteFor - Giving businesses access
to supply chain contract opportunities

- › About
- › News
- › Announcements
- › Partners
- › Help
- › Useful Links
- › Public Sector Supplier Summit
- › Training Workshops
- › Notice to Users

REGISTER

LOGIN

HELPDESK

0845 2177804
UK (Landline calls charged at local rate)
+44 845 2177804
Outside UK
18001 0845 2177804
Hearing Impaired

In association with



Supported by



Legacy of



Welcome to CompeteFor

User Login

Username *

Password *

Login

☒ Keep me logged in

Not registered? Register for an account. **Forgot your password?** Have your Password Security Question e-mailed to you.

What is CompeteFor?

Following CompeteFor's successful use by the London 2012 Games authorities and their supply chains, the service continues to be used in the supply chain of major capital infrastructure projects, such as Crossrail.

CompeteFor is a free service that enables businesses to compete for contract opportunities linked to major public and private sector buying organisations.

CompeteFor strives to be the national supply chain development service, matching buyers and suppliers. It focuses on opportunities in the supply chains of major capital infrastructure projects. CompeteFor has introduced a number of optional upgrades to further support buyers and suppliers.

CompeteFor delivering to business

- ✎ Over 185,000 businesses registered on the website
- ✎ In excess of 16,000 business opportunities have been made available
- ✎ 75% of CompeteFor awarded contracts going to small or medium sized enterprises (SMEs)
- ✎ Two thirds of contracts awarded to CompeteFor suppliers located **outside** of London.

BENEFITS FOR BUYERS

Approved buying organisations are able to use CompeteFor to:

- ✎ Access a wide range of diverse suppliers
- ✎ Shortlist suppliers to meet their specific needs
- ✎ Identify potential partners for the formation of consortia

Buying organisations can also use the [Delta eSourcing suite](#), to continue the procurement process online after the short listing stage.

BENEFITS FOR SUPPLIERS

By registering on CompeteFor and setting up a Business Profile, suppliers benefit from:

- ✎ FREE access to Supply Chain Opportunities
- ✎ Daily email alert
- ✎ Unique supplier profile

In partnership with



HS2 Website & Supplier Guide



The screenshot shows the HS2 website homepage. At the top is the 'hs2 engine for growth' logo and a navigation menu with links: HOME, WHAT IS HS2?, DEVELOPING HS2, INTERACTIVE MAP, NEWS & RESOURCES, and ABOUT HS2 LTD. Below the navigation is a large banner with a blurred image of a high-speed train. On the left, a text box asks if the user is interested in helping shape the procurement strategy. On the right, a blue box says 'EXPLORE THE ROUTE' with a search bar and a 'GO' button. Below the banner are three social media links (Press release, Twitter, and an event link) and a 'FIND OUT MORE' button. At the bottom, there are two main sections: 'HS2 Phase One hybrid Bill' with a photo of the Houses of Parliament and a brief description, and 'Phase Two' with a 3D architectural rendering of a train station and a brief description of the extension to Manchester and Leeds. A 'DISCOVER MORE' sidebar on the right lists various topics like Property, Safeguarding, Hybrid Bill, Information papers, Phase Two, Maps and plans, Environment, Jobs, and Consultations, each with a right-pointing arrow.

hs2 engine for growth

HOME | WHAT IS HS2? | DEVELOPING HS2 | INTERACTIVE MAP | NEWS & RESOURCES | ABOUT HS2 LTD

Interested in helping us shape our procurement strategy? We want to hear from you
▶ Learn more about this opportunity

EXPLORE THE ROUTE
GO

Press release - New Residents' Champion and Compensation Charter to keep HS2 on the right track -

Read here for an outline of the #HS2 express purchase scheme:
<http://t.co/Xr9Kq1toSu>

No upcoming events are scheduled at this time. Please check back soon.

FIND OUT MORE

HS2 Phase One hybrid Bill

The Government has deposited a hybrid Bill with Parliament for Phase One of HS2 between London and the West Midlands.

Phase Two

In January 2013, proposals to extend Britain's new high speed rail network north from Birmingham to Manchester and Leeds were announced. In this section you can find out about the route and explore the benefits HS2 will bring the country.

DISCOVER MORE

- Property
- Safeguarding
- Hybrid Bill ▶
- Information papers ▶
- Phase Two ▶
- Maps and plans ▶
- Environment ▶
- Jobs ▶
- Consultations ▶



How to Engage with HS2



- Register or update your business profile on CompeteFor
- Visit www.hs2.org.uk to stay up to date on the latest news and events
- For any supplier queries and to receive automatic updates and information as we engage with the market, contact us at SCC@hs2.org.uk