

Category Management pipeline

2021- 2022



Category management

Overview

Network Rail is rolling out a new, more collaborative approach to delivering route and regional business outcomes through the supply market.

A cross functional team have developed a category strategy for a particular area of spend. The supply market plays a big part in providing insight to help develop the strategy and implement it. This document provides an overview of our pipeline for category strategies over the next 12 months. In particular, this document looks at:

- The activity that is carried out
- The timings associated with them
- How you can get involved

Developing a category strategy

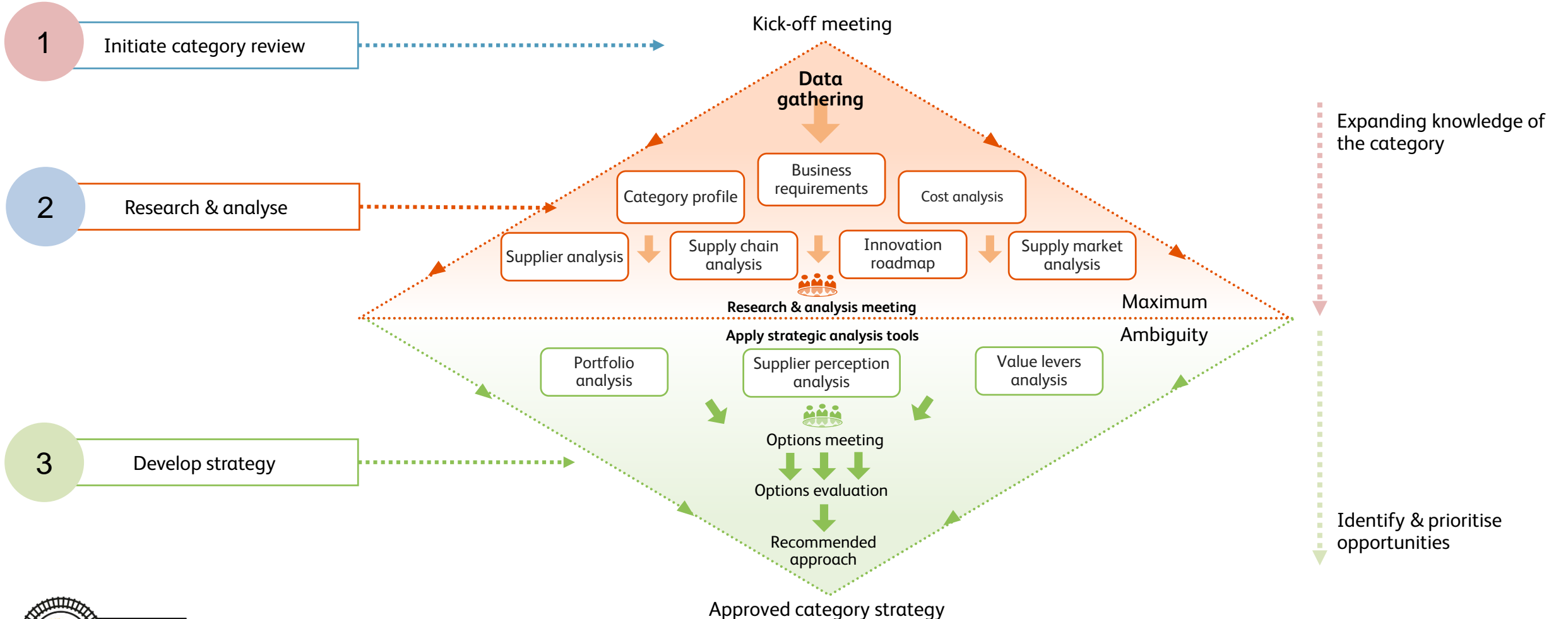
1. Initiate category review

2. Research & analyse

3. Develop strategy

4. Implementation planning

5. Implement & delivery



Approved category strategy

Category summaries

The category management process takes a structured approach to reviewing Network Rail's business objectives and ensuring a robust strategy is in place that aligns the supply market to our requirements. The strategy activity delivers a full range of value levers, such as value for money, sustainability, supporting small medium enterprises (SMEs) and positively impacting the experience for the passenger, people who live near the railway and freight operators.



Electrification -

This strategy will examine the service provided by suppliers to safely deliver the installation of overhead line to provide power for trains, including: programme management; design/engineering services; planning and access; ground inspection; installation; provision of machinery/plant; provision of materials and on time delivery of work.

Corporate Management Consultancy -

This strategy covers management consulting, the practice of creating value for organisations through improved performance, achieved by providing objective advice and implementing business solutions. The strategy will include demand management, project management and an assessment of different suppliers and routes to market.

Built Environment –

The Regional based property and civils asset management teams are responsible for delivering maintenance and renewals across buildings, structures, earthworks and drainage to Network Rail's assets including operational buildings and lineside assets including, but not limited to, maintenance delivery units, managed stations, franchised stations and signal boxes.

The asset management frameworks are the delivery vehicles for the day-to-day Works on the operational railway. They deliver the planned and periodic maintenance, reactive and emergency works and also project works across Network Rail's operational infrastructure to ensure it remains reliable and fit for the future.



Rail & On Track Machine Fleet Critical Spares -

This covers the spares used to support our rail and On track Machine (OTM) fleet. The scope includes wheelsets, bogies, brakes and on-board signalling & control equipment. The strategy will review how we procure and manage these spares to support our fleet availability targets.

Facilities Management -

This encompasses a suite of services that are relied on to maintain a safe, healthy and purposeful environment to enable efficient delivery of services for our passengers and public who access our facilities.

The strategy scope includes; security, waste, cleaning, environmental services, pest control, management of adversarial weather.

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Mobile Infrastructure Monitoring -

This strategy will focus on innovative outcome-based solutions, new technology, equipment, research & development, to help contribute to a wide range of targets including reduced train paths, carbon reduction, automation and faster data delivery to our regional teams. The scope will focus on the operations currently undertaken via train-borne collection methods, including the current infrastructure monitoring fleet, together with the technology and the associated systems used for data capture, processing, analytics and reporting.

Lifts & Escalators -

This strategy will look at the lifts and escalators in stations and buildings from two perspectives:

- 1) Supply of new installations in new or existing buildings
- 2) Maintenance of existing equipment.

Air Operations -

This strategy will develop a customer centric strategy for the procurement and associated contract / supply chain management connected to Network Rail's Air Operations unit. In addition to optimising the commercial strategies, it will also focus on demand management, with plans to collaborate with the Supply Chain and other Arm's Length Bodies, such as the Highway's agency and the Ministry of Defence.

Software -

The strategy seeks to review and better understand Network Rail's software estate and management practices, with a view to identify savings and value add activities. The strategy will seek to secure collaboration between suppliers, route services and the routes.

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Training Services -

The scope of this strategy is yet to be finalised, but would be more concerned with front line rather than leadership training. Strategy development will be dependent on an evaluation of market considerations throughout the next financial year, as well as agreements and initiatives otherwise underway.

Possessions Management Services -

This strategy will examine the service provided by suppliers to safely manage the possession of track access: supporting planning of worksites; safe access to the on-track work environment for people and machines and on time delivery of work.

Professional Services -

The scope of this strategy is yet to be determined, but will likely include consideration of different technical consultancy services and/or project management services. Strategy development will be dependent on an evaluation of market considerations throughout the next financial year, as well as agreements and initiatives otherwise underway.

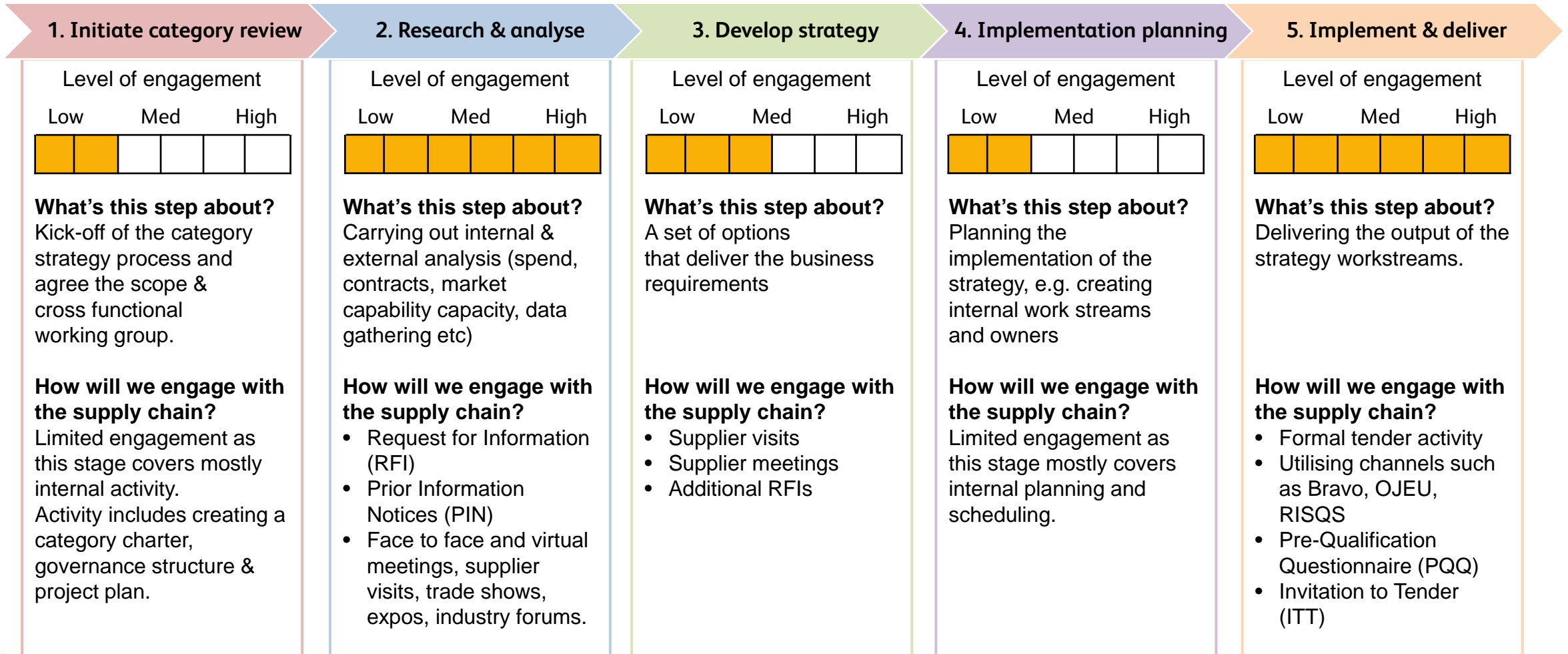
IT Professional Services -

IT Professional Services encompasses specialist resources and capability that cannot be accessed through the standard permanent or temporary recruitment channels. Mechanisms are required to access hard to source skill sets to improve resource availability and reduce costs.



Stages of the category management pipeline

What they mean for the supply chain



Category strategy pipeline 2021 - 2022

1. Initiate category review

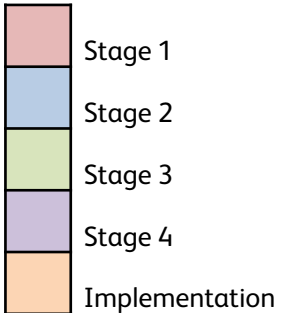
2. Research & analyse

3. Develop strategy

4. Implementation planning

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	2020	2021												2022			
STRATEGY	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Electrification																	
Rail & OnTrack Machine Critical Spares																	
Corporate (Management) Consultancy																	
Facilities management (Revised Scope)																	
Mobile Infrastructure Monitoring																	
Built Environment																	
Lifts & Escalators																	
Air Operations																	
IT Professional Services																	
Software																	
Possessions Management Services																	
Professional Services																	
Training Services (Excl. Leadership)																	



Contact details

We will be reaching out to the various stakeholders at various points on the category process, using a variety of channels, such as Bravo, OJEU (Official Journal of the European Union) etc. We would prefer we reach out to you, however if you feel you need to communicate with the category leads, their details are provided below. However, please be advised we may take time to respond depending of the current stage of the category process.

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