

Supporting the Thameslink Rolling Stock Replacement Programme

Service Area	Transaction Support	Sector	Transport
Client	Siemens Transportation Systems	Date	Summer 2009

The Project

The Thameslink Rolling Stock Replacement Programme is a major procurement project to purchase a new fleet as part of the £5.5bn Thameslink upgrade programme. The procurement is for the supply of over 1,100 carriages, valued at over £1.4bn, and the subsequent 30 year maintenance programme. The process was different from the majority of previous train procurements in the UK, as it was being led by the Department for Transport (DfT) rather than an individual train operating company. Four companies were shortlisted - one was Siemens Transportation Systems (STS), who retained Maddox Consulting to assist them in preparing their bid.



Our Role

Maddox Consulting was retained to provide strategic and commercial advice to STS in preparing their bid, and specialist advice on presenting the bid in the RADAR scoring system that the DfT was using to evaluate tender responses. During the six month procurement process, we worked closely with the senior bid team:

- we advised the management team in preparing the overall project plan, ensuring the plan contained sufficient time and resource to developing the bid strategy, present solutions in the RADAR format, and undertake extensive peer review;
- we ran a series of management workshops to ensure that all bid team leaders across Siemens's UK and German operations understood the requirements of the bid and the implications of the RADAR system;
- we developed a standardised template that ensured all workstreams presented their bids in an internally consistent format that met the RADAR requirements
- we wrote a number of plans setting out the approach for establishing a new business structure to commission and maintain the trains, and the business processes that that structure would deploy. We worked closely with STS management around the world to identify international best practice, whilst using our expert knowledge of the UK Rail network to ensure the approach was fit for purpose
- we supported the peer review process, leading the review of some plans and providing specialist advice to other reviewers



The Outcome

Maddox helped STS submit an outstanding bid that met all the technical requirements and offered excellent value for money. Since the bid was submitted, DfT have announced a shortlist of 2 bidders (STS and Bombardier). Negotiations are currently ongoing.