



Rail

Prequalifications | Bid Management | Response Authoring | Submission Management | Presentations

Rail Sector Experience

PCS has supported major tenders in the rail sector for both heavy and light rail projects. Major rail tenders put high demands on the contractors' available resources. We supplement these teams with highly experienced bid management professionals to develop fully considered proposals. We add value through our experience and proven processes for developing high scoring responses. Of particular relevance is the work we have completed with construction joint venture teams on effective design management, which can have a significant impact on the success of a project.

Crossrail

PCS undertook to support one of the main consortia bidding for the major packages of work on Crossrail. We have worked with them and their individual partners where a consortium approach was not required.

We have been retained to provide support on the forthcoming major station works and transport of excavated materials.

The number and size of the Crossrail tenders has placed a significant strain on the resources available within the tendering organisations.

PCS provided a solution whereby having facilitated the development of writing plans, we provided a bid manager along with a number of writers to prepare responses which were then reviewed by the JV's technical experts. This enabled the JV to concentrate on pricing the base designs and more importantly free up more of their time to develop winning alternative tenders. Following the development of alternative solutions we supported the JV in drafting revised quality responses to ensure that if their alternative was accepted that the JV maximised the potential uplift in their quality mark.

Crossrail

Working in partnership with our client during the prequalification and bidding phase, we carried out a wide variety of tasks. This included: facilitating a JV team building workshop to integrate this international team of contractors, tender strategy development, technical solution development, producing and reviewing writing plans and responses, helping to develop organisation charts and CVs to support project delivery, finalisation of all responses ready for submission and preparation of presentation material for tender interviews.

The Crossrail tenders we have supported up to January 2011 are:

- C300 Western & C305 Eastern Running Tunnels
- C410 & C510 Early Access Shafts and Sprayed Concrete Lining Works
- C310 Thames Tunnel and Portals
- C421, C501 and C511 Station Advance Works
- C503 Liverpool Street Station EDF Substation
- Connaught Tunnel Refurbishment
- C806 Wallasea Island Jetty
- Paddington Integrator Project

Crossrail Station Enhancements

Aligned to Crossrail we have also supported tenders for projects to develop and upgrade stations, including bid management and document development support for Tottenham Court Road and Bond Street stations.



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Rail Sector Experience

We have a good understanding of the key issues affecting rail project delivery for example:

- Minimising inconvenience to rail passengers, while maximising value to clients
- Issues surrounding working in operational rail environments and the understanding of industry safety regulations and training that this demands
- Daily, nightly, weekend closures during possessions and client handover management
- Maximising efficiency of contractors during short and concentrated operating hours and the management of the workforce day / night shift working patterns
- Sophisticated sequencing and detailed planning and co-ordination of deliveries on operating rail environments and congested city centre location
- Liaison with key stakeholders e.g. Network Rail, Train Operating Companies, London Underground/ TfL, Highways Agency
- Challenges of keeping old infrastructure operational whilst new systems are being installed

Light Rail

PCS has used its detailed understanding of public sector infrastructure developments and the Private Finance Initiative when providing bid management support for tenders in the light rail sector. We understand the key issues associated with these schemes including:

- Integration with existing infrastructure and systems
- Public consultation and stakeholder liaison
- Solutions that minimise disruption to the public during construction

East London Line

TfL required a complete set of management plans which would be used to deliver the ELL project from day 1. We supported one of the teams bidding by:

- *Facilitating an initial workshop to define win themes, key project issues and risks*
- *Helping authors produce response plans for the management plans*
- *Undertaking the role of design manager*
- *Reviewing and editing technical documentation*
- *Managing final editing and production and developing presentations*

We have subsequently supported one of the contractors bidding for the ELL Phase 2 works. We assisted in the authoring and improvement of responses.

GN-Thameslink Franchise Bid

PCS brought bid management expertise to a multi-cultural technical team with little experience of bidding for major opportunities such as this.

Working closely with the team, PCS managed the tender process. We authored specific sections of the tender and carried out critical reviews of other sections, helping authors to develop their responses. We assisted with all document management and production and co-ordinated the client presentation materials, including liaison with specialist third parties.

Leeds Supertram

PCS provided a bid manager for the Momentis consortium's bid to build and operate the Leeds Supertram network. Our independence from each of the stakeholders was very valuable on this project, enabling us to develop a balanced bid that reflected accurately the skills and experience of all the firms involved.