

Category management pipeline

2020 - 2021



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

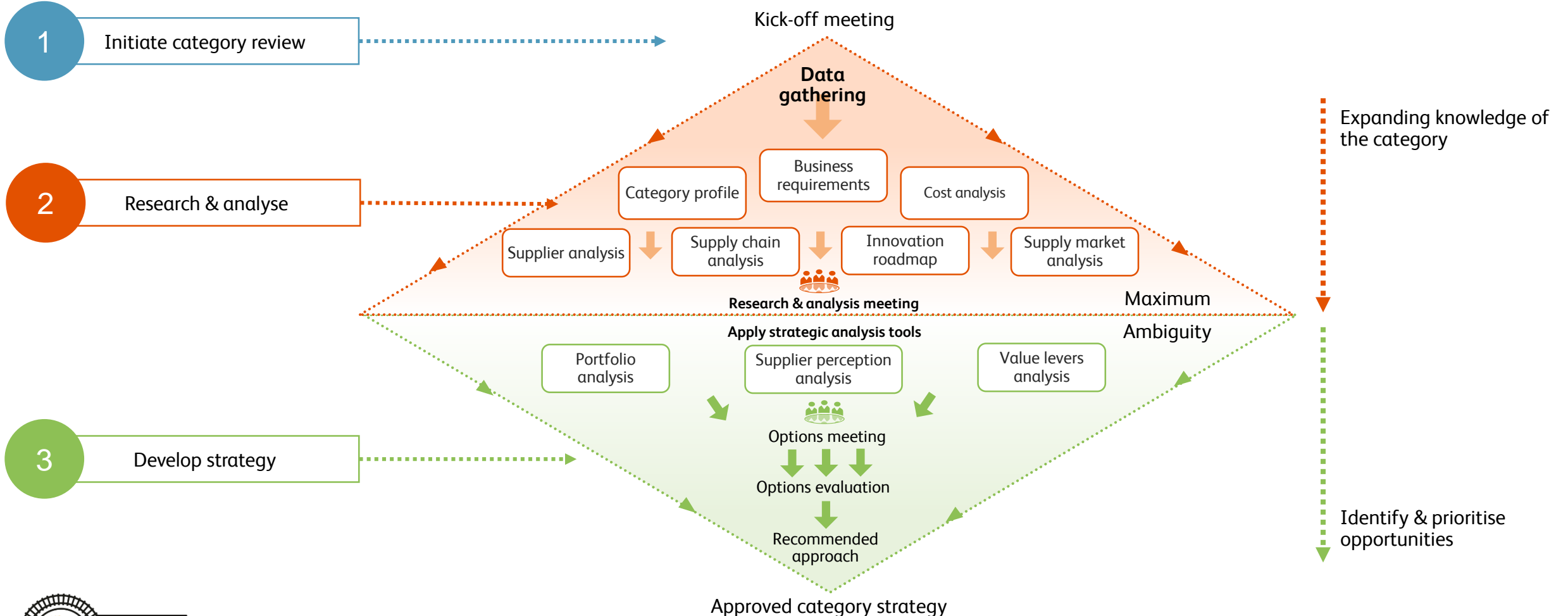
1. Initiate category review

2. Research & analyse

3. Develop strategy

4. Implementation planning

5. Implement & deliver



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.

End User Compute incl. Managed Print – The strategy touches most of our workforce, enabling them to carry out their roles. The scope includes, but is not limited to, the provision of hardware (laptops, desktops, tablets and peripherals), support and maintenance, account management, audio visual equipment and training and adoption support. Managed Print Services, including print hardware and peripherals, may also be in scope as the supply chain has the capability to provide an end to end service.

Hybrid Cloud – This strategy covers the solutions we use to store data and the management of the services involved. It will identify and align our requirements and develop a strategy to secure the best technology to support our operational and digitisation strategy.

Personal Protective Equipment (PPE) - Includes the provision of PPE, including but not limited to high visibility workwear, specialist PPE (chainsaw protection clothing and equipment), ancillary products, safety footwear, PPE laundry and disposal. The strategy will review the existing product range and supply chain in order to deliver an optimal range of PPE.

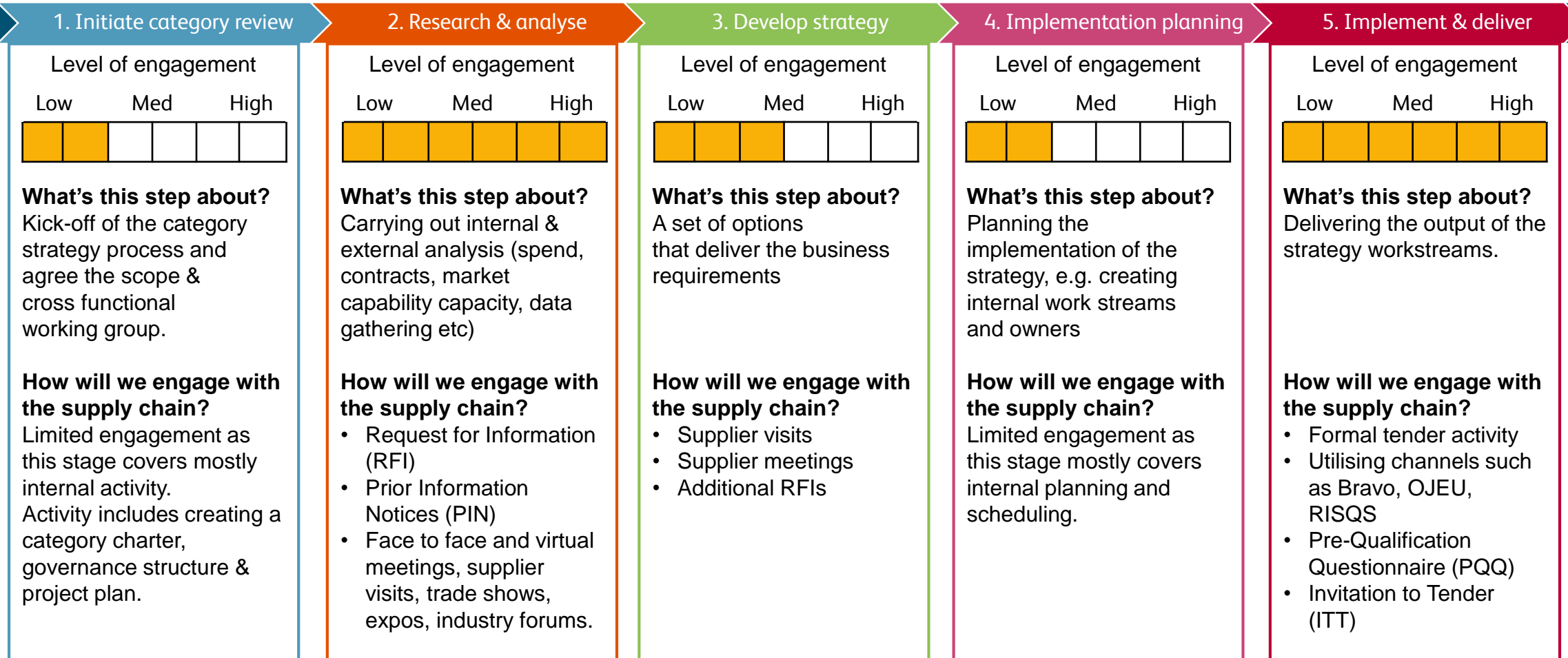
Operational Facilities Soft Services - This encompasses a suite of services that are relied on to maintain a safe, healthy and purposeful environment to enable efficient delivery of services for our passengers and public who access our facilities. The strategy scope includes; security, waste, cleaning, environmental services, pest control, management of adversarial weather.

Welding – This covers the existing works requirement for carrying out welding used to weld steel rail on the infrastructure using the Aluminothermic and Arc procedures, also in scope are the associated processes such as rail grinding. The scope of works include competent resource, materials, machinery and transport.

Technical Services – This strategy looks at our requirements for consultancy and advice for technical projects prior to any physical works being undertaken. This covers, but not limited to, consultancy advisory services for track upgrades, civil engineering projects, electrification works and environmental services.

Stages of the category management pipeline

What they mean for the supply chain



Category strategy pipeline 2020 - 2021



	2020						2021					
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
End user compute	1	2	3	3	4	5	5	5	5	5	5	5
Hybrid cloud	1	1	2	2	3	4	5	5	5	5	5	5
PPE	1	1	2	2	3	3	4	4	5	5	5	5
Facilities management	1	1	2	2	3	3	4	4	4	4	4	5
Welding	1	1	2	3	3	4	5	5	5	5	5	5
Technical services	1	1	2	2	3	3	3	3	3	4	5	5




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 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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