

HS2

Supplier Guide

November 2020



www.hs2.org.uk

About this guide

This guide has been developed to help suppliers find out more about the High Speed Two project. It highlights what is important to us and what will be required from our supply chain.

We want you to get involved now. Add your expertise to ours and seize the opportunities in what is now Europe's largest mega-project.

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Introduction



Allan Cook CBE

HS2 Ltd Chairman

HS2 is more than a railway. It is the most important economic regeneration project in Britain for a generation. It is simply transformational. We are joining up Britain to build a fairer, more balanced country capable of competing in today's highly competitive international marketplace.

HS2 will form the backbone of a new, reliable transport network, integrated with the existing railway and complementary to plans for new routes such as Northern Powerhouse Rail. The fast north-south links provided by HS2 offer more seating to ease overcrowding and expand opportunities for people to find new jobs and grow businesses. Local Authorities are already acting to capitalise on HS2's liberating potential with plans to create half a million new jobs and 100,000 new homes.

This is a great opportunity for businesses across the country. Their innovation, experience and ideas will help make this a world-class project – one which maximises its value to local and national economies. The positive effects are already being felt – over 2,000 businesses, from all across Britain, have delivered work on HS2, 70% of which are SMEs. HS2 will ensure the UK continues to have a strong and modern economy and, by building the supply chain, will help us compete on the international stage with state-of-the-art capabilities.



Mark Thurston

HS2 Ltd Chief Executive Officer

At HS2 we realise that we must be able to attract a diverse collection of the best and most capable businesses to make sure that we achieve the greatest level of collaboration and project success. We are continuing to engage with as many businesses as possible as early as possible to help set the supply chain up for success.

We are committed to being open and transparent throughout our journey. To help us achieve this we have established a partnership with CompeteFor that will provide visibility of our subcontracted opportunities to the supply chain. This electronic brokerage tool will allow all businesses, including SMEs, to stay informed, identify and compete for opportunities to be part of the world class HS2 supply chain.

We invite all businesses to engage with us with the aim of joining the largest infrastructure project in Europe.

What is HS2?

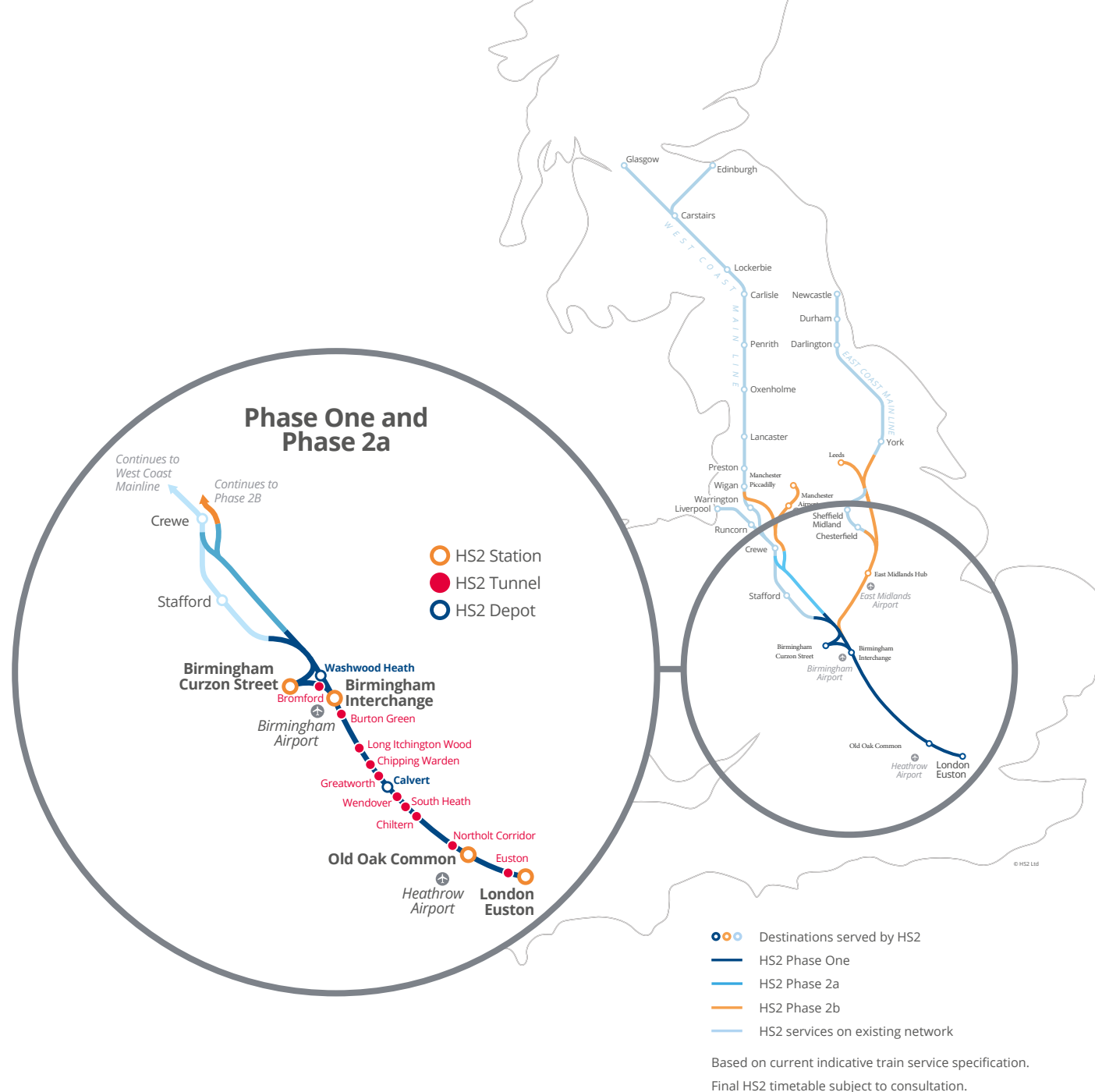
HS2 is Britain's new high speed railway. It will be the backbone of our rail network carrying over 300,000 passengers a day, connecting 30 million people and eight of our largest cities. When completed, 345 miles of brand new high speed track will run between Birmingham, Manchester, Leeds and London. Our trains will run on the existing network and serve 25 stations from Scotland to the South East.

This is a huge undertaking; Britain's first new intercity railway north of London in 100 years; Europe's largest infrastructure project

The High Speed Rail (London – West Midlands) Act 2017 received Royal Assent on 23 February 2017. The Act grants the powers to build, operate and maintain this part of HS2. Construction of Phase One began in 2017.

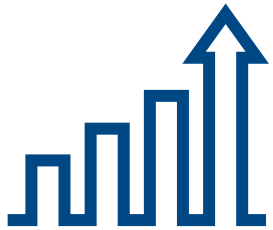
Phase 2a is the route from Birmingham to Crewe. A hybrid Bill for the Phase 2a route was deposited in Parliament in July 2017 and received Third Reading in the House of Commons in July 2019.

The Phase 2b network will extend the lines to Manchester (west) and the East Midlands, Sheffield and Leeds (east).



What is HS2?

Our strategic goals



Catalyst for growth

Be a catalyst for sustained and balanced economic growth across the UK.



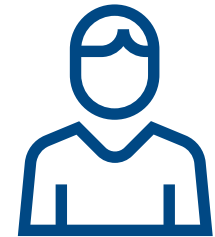
Capacity & connectivity

Add capacity and connectivity as part of a 21st century integrated transport system.



Value for money

Deliver value to the UK taxpayer and passenger.



Customer experience

Set new standards in customer experience.



Skills & employment

Create opportunities for skills and employment.



Health, safety & security standards

Set new standards in health, safety and security in the construction and operation of the railway.



Sustainable & a good neighbour

Create an environmentally sustainable solution and be a good neighbour to local communities.

What are we buying?

Categories

HS2 is the most exciting mega-project in Europe. Thousands of opportunities are being created throughout the supply chain, spanning multiple business sectors and suitable for businesses of all sizes. Many of the direct 'tier 1' contracts for our key categories have been awarded for Phase One, in turn giving rise to thousands of smaller sub-contract opportunities.



Design and services

Includes development partners, professional services and design services.



Civil engineering

Enabling Works and Main Works which include: archaeology, ecology, demolition, earthworks (tunnels, cuttings and embankments), drainage, bridges, viaducts, and other structures.



Stations

Phase One

Euston
Old Oak Common
Birmingham Interchange
Curzon Street

Phase Two

East Midlands Hub
Manchester Airport
Manchester Piccadilly
Leeds



Railway systems

Includes track, overhead catenary, telecommunications, traction power, signalling and mechanical and electrical systems



Rolling stock

Rolling stock for Phase One including initial maintenance. Rolling stock for Phase Two will follow at a later stage.



Corporate procurement

Includes commercial services, assurance & regulatory services and a diverse range of direct business support contracts.

What are we buying?

For each category, we have bought, or are buying, a relatively small number of high-value, direct contracts. These few large contracts are now generating significant supply chain opportunities, the number of which is likely to multiply through each tier of the supply chain. HS2 Ltd's direct/ tier 1 suppliers will source these lower tier contracts directly.

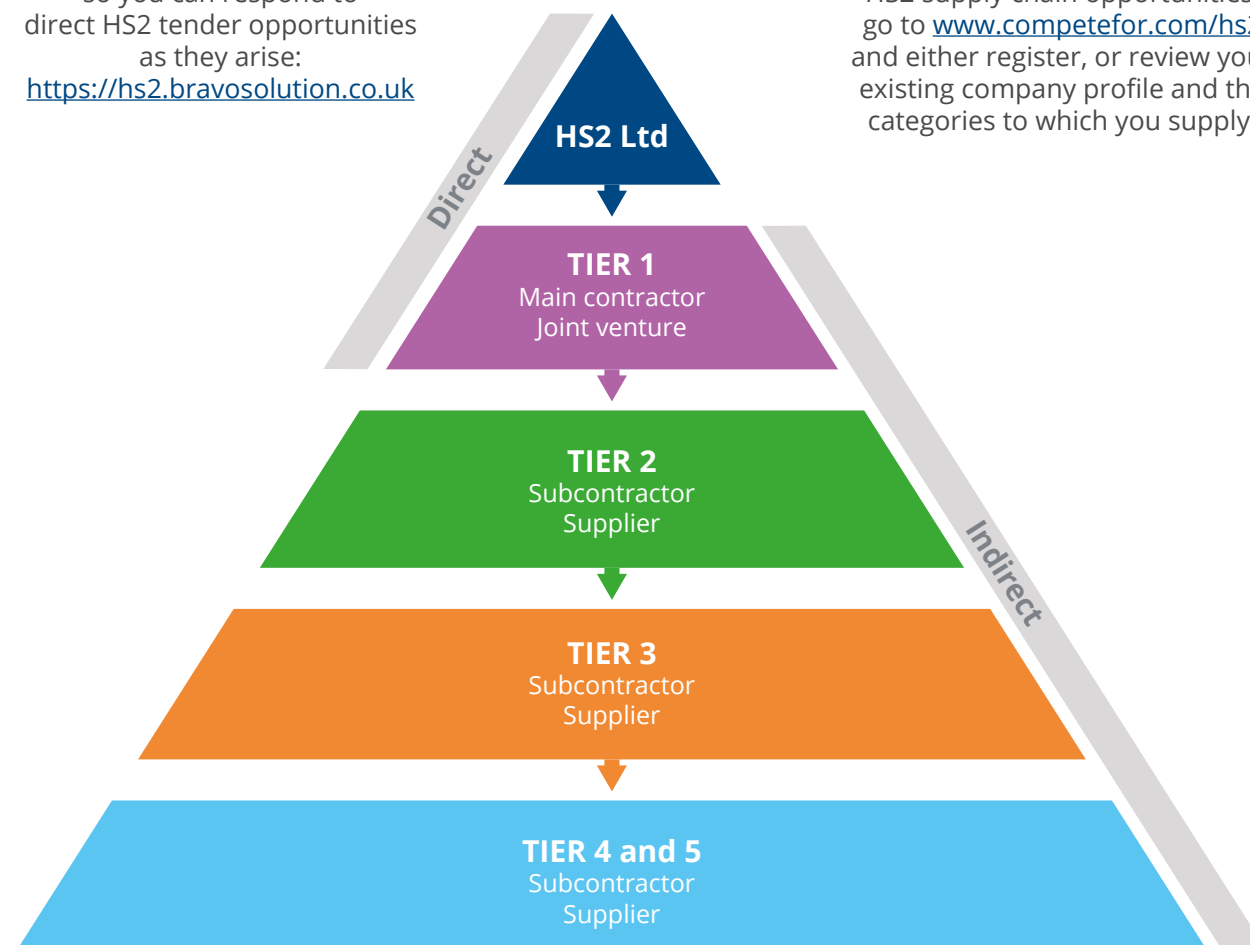
In order to maximise opportunities for suppliers, our tier 1 contractors are mandated to use CompeteFor ([competefor.com/hs2](https://www.competefor.com/hs2)) to advertise all appropriate opportunities, and to cascade this requirement down through their own supply chains.

Hear from Wernick Buildings - an HS2 supplier who used CompeteFor to find and win work.



Register on our e-procurement portal so you can respond to direct HS2 tender opportunities as they arise:
<https://hs2.bravosolution.co.uk>

To learn about indirect HS2 supply chain opportunities, go to www.competefor.com/hs2 and either register, or review your existing company profile and the categories to which you supply.



Who are our suppliers?

Main Works Civils Contractors – Phase One

Balfour Beatty VINCI 

Working in
partnership with

HS2

Area North – Balfour Beatty, VINCI (BBV JV)

Scope

BBV is responsible for main works on N1 and N2 in the West Midlands, between Long Itchington Wood Tunnel South Portal to Delta Junction and Birmingham Spur, as well as Delta Junction north to the West Coast Main Line tie-in at Handsacre. The scope includes 4.3km of bored tunnels, 40km of embankments, 10km of retaining walls, 13km of viaducts, 35km of cuttings and 132 overbridges/underbridges.

Values

BBV is looking for supply chain partners with the following values:

- Improving HSEQ through active engagement;
- Creating a culture of fairness, inclusion and respect;
- Proactive engagement in preconstruction to influence design, innovation and value engineering;
- Identifying areas of innovation and cost saving; and striving to produce quality.

Accreditation Standard

BBV has partnered with Constructionline which offers a scalable accreditation model that aligns to the HS2 Common Assessment Standard.

Procurement Portals

BBV advertises all opportunities on [CompeteFor](#) and subject to successful pre-qualification, suppliers will be invited to use our e-procurement portal "Jaggaer". Suppliers can register interest on the BBV website.



Who are our suppliers?

Main Works Civils Contractors – Phase One



Working in
partnership with

HS2

Area South – Skanska, Costain, Strabag (SCS JV)

Scope

SCS is responsible for main works on S1 and S2 of the Phase One route in the London area, covering 26km of underground route including Euston tunnels and Northolt tunnels respectively, via the new Old Oak Common station. As 95% (21km) of the route being delivered will be in tunnels, SCS will be utilising seven Tunnel Boring Machines (TBMs) with five being in operation simultaneously.

Values

SCS is committed to the following four core values to recognise the importance of valuing life, collaborating and raising the industry standard on the HS2 project and beyond:

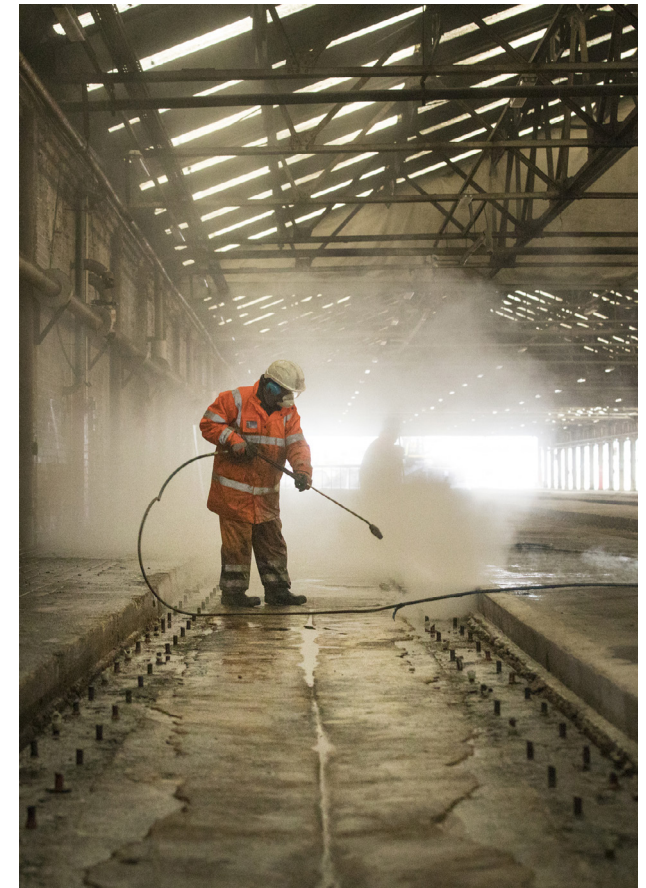
- Love for Life;
- One Team Spirit;
- Passion about Excellence; and
- Do the Right Thing.

Accreditation Standard

SCS uses the Achilles scheme for supplier accreditation, which aligns to the Common Assessment Standard.

Procurement Portals

All procurement opportunities are advertised through [CompeteFor](#) with tender evaluation taking place through the sister company Delta to ensure transparency and clear route for decision making.



Who are our suppliers?

Main Works Civils Contractors – Phase One



Working in
partnership with

HS2

Area Central – Eiffage, Kier, Ferrovial, BAM Nuttall (EKFB JV)

Scope

EKFB is responsible for main works on C2 and C3, covering a 80km mostly rural section of the route between the Chiltern Tunnel and Long Itchington Wood. Our scope includes 17 viaducts, 5km of green tunnels, 22km of road diversions, 75 overbridges and 24 million cubic metres of excavation.

Values

To support EKFB's mission to lead the transformation of the industry, influence future generations, support the UK economy and leave a legacy that improves people's lives, EKFB encourages suppliers to adopt the following values:

- Safety, Health and Wellbeing always
- Inspirational Leadership
- Mutual Respect
- Absolute Integrity

Accreditation Standard

EKFB uses the Constructionline scheme for supplier accreditation, which aligns to the Common Assessment Standard.

Procurement Portals

Opportunities are advertised via [CompeteFor](#), with Market Dojo used as the e-tendering platform.



Who are our suppliers?

Main Works Civils Contractors – Phase One



Area Central – Bouygues, Sir Robert McAlpine, VolkerFitzpatrick (Align JV)

Scope

Align is delivering C1, a 22km section of the route between the M25 at Ickenham and Buckinghamshire, covering the Chiltern Tunnel and Colne Valley Viaduct. This section incorporates 16km of bored tunnel, 5 ventilation shafts and 3.5km of viaducts.

Values

Align's core values are Safety, Respect, Excellence, Integrity and Collaboration, which we expect our supply chain partners to embody and adopt.

Accreditation Standard

Accreditation standards are determined on a package by package basis, however this is being developed.

Procurement Portals

All packages are advertised via [CompeteFor](#). Align intends to use a platform called Wax Digital to manage the e-tendering process.

The Common Assessment Standard is an accreditation used by HS2 Main Works Civils Contractors to standardise the prequalification process. It comprises an industry-agreed question set and corresponding assessment standards. There are two levels of certification: desktop and site-based. Companies can now apply to a recognised assessment body – Achilles, CHAS or ConstructionLine – for the certification level that is most appropriate for their business. See the [Build UK website](#) for more information.



Who are our suppliers?

Stations Contractors – Phase One

Balfour Beatty VINCI SYSTRA

Working in
partnership with

HS2

Old Oak Common – Balfour Beatty, VINCI, Systra (BBVS JV)

Scope

BBVS is responsible for the final design, construction and commissioning of HS2's new Old Oak Common station in North West London, which features 6 high-speed underground platforms and up to 8 platforms on the adjacent Great Western Main Line.

Values

BBVS is looking for suppliers who are innovative and lead with impact, operate with integrity and are fair, open and honest, show respect both at work and in the community, are committed to putting health and safety at core of what they do and promote jobs, apprenticeships and upskilling opportunities for local people.

Accreditation Standard

Prior to contractual engagement, each supply chain partner will need to have Constructionline Gold Accreditation or equivalent.

Procurement Portals

Where practically possible, all BBVS opportunities are advertised on [CompeteFor](#). Shortlisted applicants will be invited to tender through an external ERP system.



Who are our suppliers?

Stations Contractors – Phase One

London Euston – Mace Dragados (MD JV)

Scope

MD JV is delivering the brand new Euston station including a new station concourse, platforms for high-speed trains and improved connections to Euston and Euston Square Underground Stations.

Values

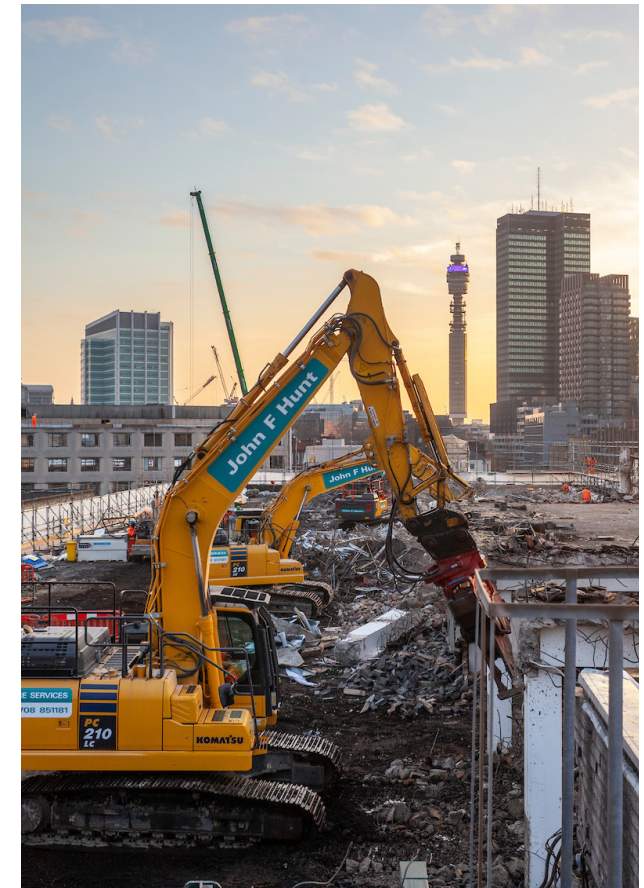
MD's purpose is to lead, inspire and ensure everyone goes home safe and well everyday. They aim to create a construction and work environment where everyone chooses to be safe and healthy and have a procurement process that is fair, open and easy-to-follow.

Accreditation Standard

Prequalification standards are aligned to the Common Assessment Standard, shared by CHAS, Achilles and Constructionline.

Procurement Portals

[CompeteFor](#) is the primary platform used for advertising opportunities.



How do we engage with you?

Industry briefing days

Open to all appropriate supply chain organisations, these events will inform potential suppliers of our requirements and will facilitate supply chain networking. We will hold these events in appropriate category groups as we approach key procurement milestones.

Market soundings

We will ask relevant Tier 1 suppliers to provide feedback on our procurement approach, including how we plan to package and contract, as well as the perceived risks. By inviting their supply chain to provide input, direct organisations can help us achieve maximum market appetite and efficiency in delivery.

National and regional roadshows

These events will update local businesses on the project's progress, so they can get ready to respond to supply chain opportunities. We will publicise events with trade associations, Local Enterprise Partnerships and their associated growth hubs, British Chambers of Commerce and national enterprise agencies.

'Meet the contractor' days

We will work with our direct (i.e. Tier 1) suppliers to better understand their supply chain needs. By collaborating with trade and business networks, we will identify suppliers that match Tier 1 requirements and facilitate one-to-one meetings once direct contracts are in place.

Register with us to capture your details, sign up to our Quarterly Supply Chain Bulletin and hear about future market engagements

[Register with HS2 Ltd](#)

To explore opportunities to work with your Local Enterprise Partnership or associated growth hub, go to **www.lepnetwork.net**

Where can you access HS2 opportunities?



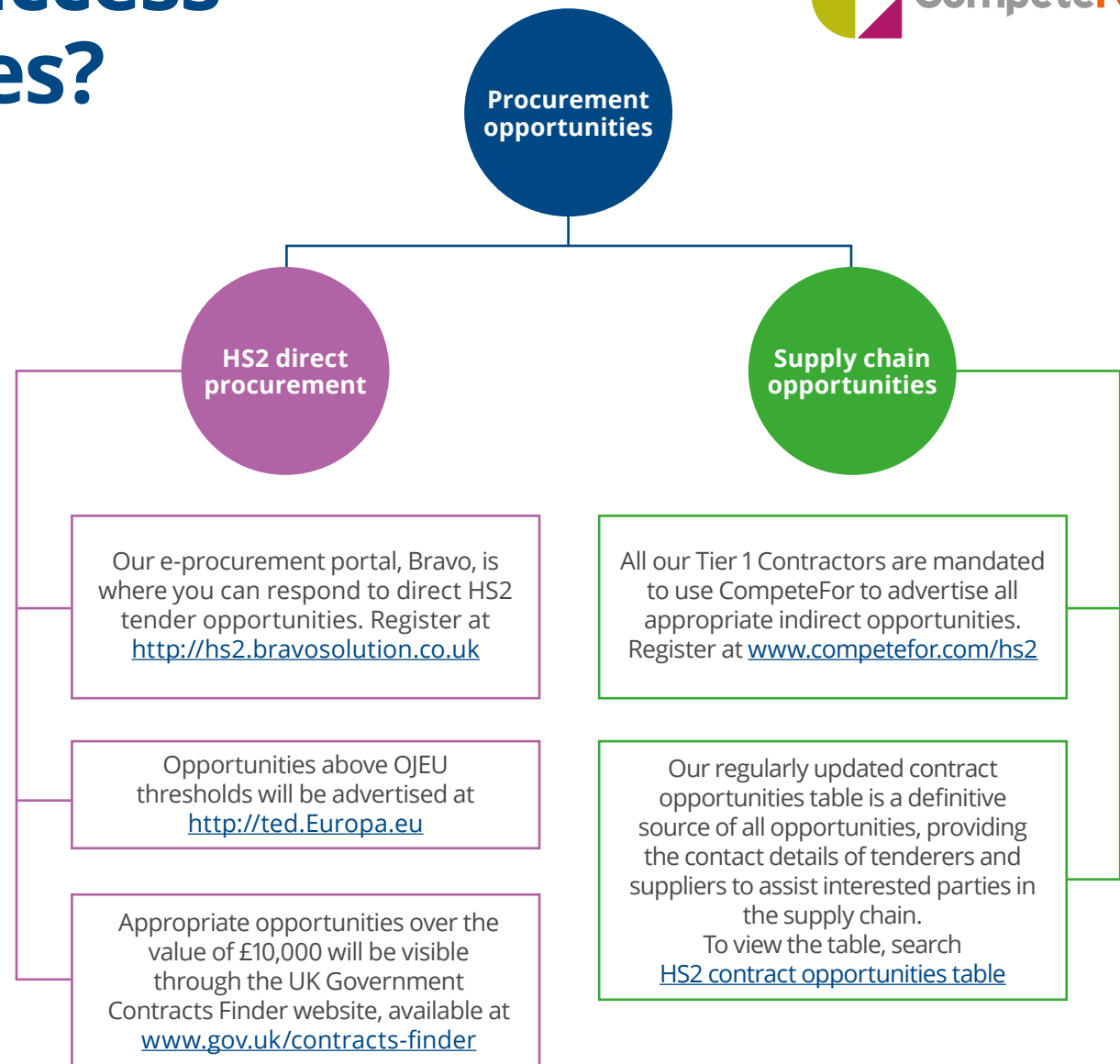
As a publicly funded organisation, HS2 Ltd is bound by UK procurement legislation and competes all requirements on a fair, open and transparent basis.

We advertise our contract opportunities in the [Official Journal of the European Union](#) (OJEU), or equivalent, as well as the government's [Contracts Finder](#) website. Some direct corporate opportunities, needed to run our day-to-day business, will be lower in value and more numerous, and may be procured via existing public sector frameworks – visit the [Crown Commercial Service website](#) for more details.

To open up opportunities in our supply chain, we mandate all tier 1 suppliers use CompeteFor (www.competefor.com/hs2) to advertise their subcontract opportunities as appropriate.

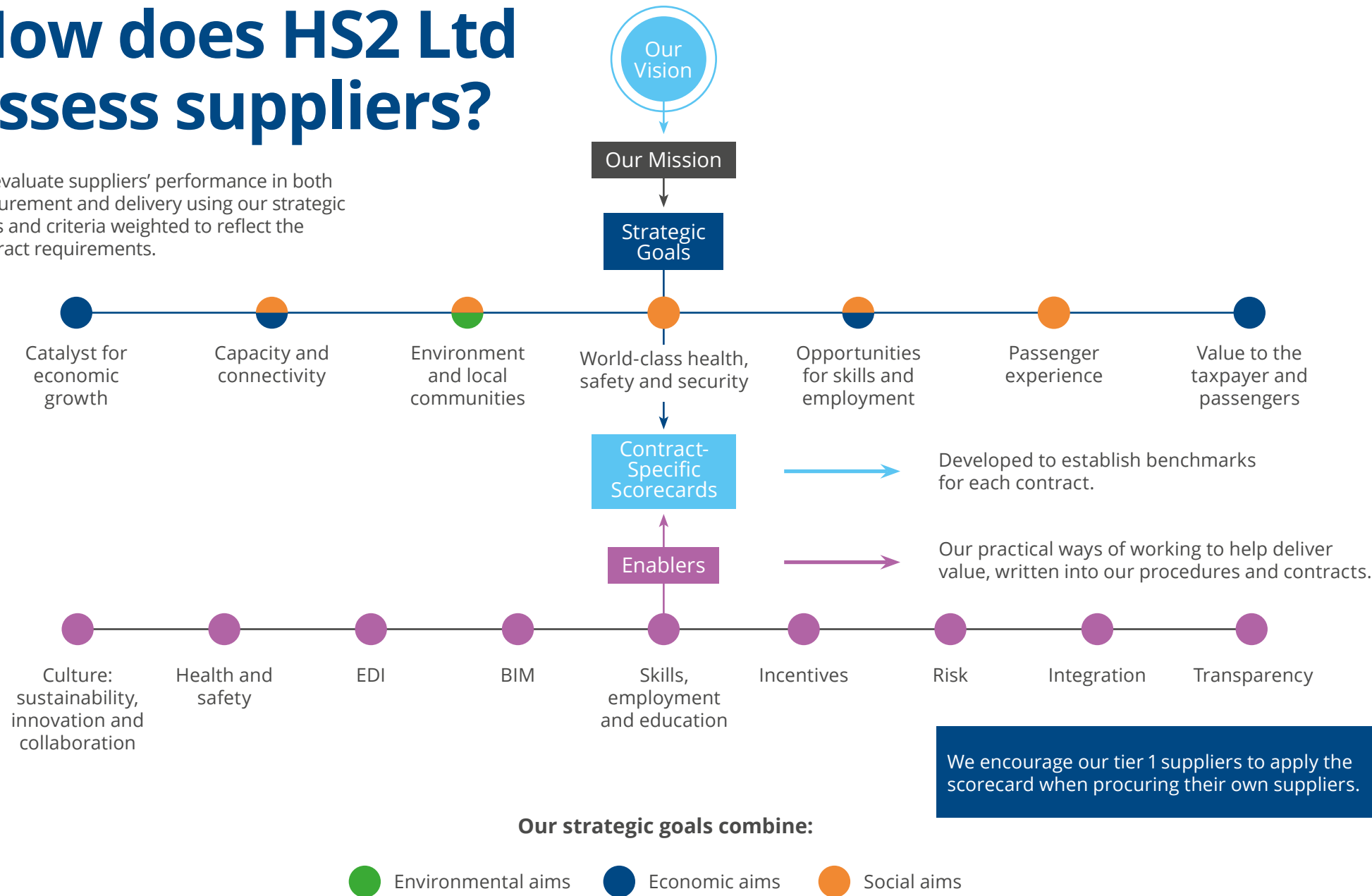
We strongly recommend interested suppliers to register on CompeteFor and tailor their profile to receive alerts on the opportunities that may be most appropriate to them.

Hear from HW Martin - an HS2 supplier who attended Meet the Contractor events and successfully bid for work on the project



How does HS2 Ltd assess suppliers?

We evaluate suppliers' performance in both procurement and delivery using our strategic goals and criteria weighted to reflect the contract requirements.



Supplier top tips for direct opportunities with HS2

1 Keep up to date

We advertise our contracts publicly to create a level playing field for all suppliers. Our [Current Opportunities Table](#) is continuously updated in line with the direct opportunities available on Contracts Finder, therefore we encourage our suppliers and potential suppliers to set reminders and check it regularly.

2 Use only HS2 eSourcing Portal for access

This is the single channel that you can use to access opportunity documents, communicate with HS2 Ltd regarding any procurement activities and submit your proposal. The portal can be found at <http://hs2.bravosolution.co.uk>

3 Read the documentation carefully and understand what is required

Provide all of the information and evidence requested. If you cannot for whatever reason, ask for advice. Don't rely on any previous knowledge or contract held with HS2 Ltd. Only information contained in your submission can be considered and evaluated.

4 Understand us

Review our website and read our Supplier Guide in order to understand our priorities, processes and requirements.

5 Plan your submission

You must complete and return the documents by the given time and date and make sure to sign anything that should be signed. HS2 Ltd reserves the right to automatically fail any late submissions.

6 No publicity material

This should not be included in your submission unless HS2 Ltd have specifically asked for this.

7 Reference your responses

We encourage you to clearly reference your responses to the specific questions asked in order to make it easier to evaluate.

8 Ask for feedback

If you are unsuccessful, make sure you ask for feedback. It will help you to understand how you can improve future tender applications.

Our culture

We believe that a high performing culture underpins the successful delivery of our programme and the success of our role as a client to our supply chain.

We have worked to define and embed our values – safety, leadership, respect and integrity. These values, together with how we do things every day, form our culture.

Sustainability

Delivering social, environmental and economic benefits in both the short and long term.

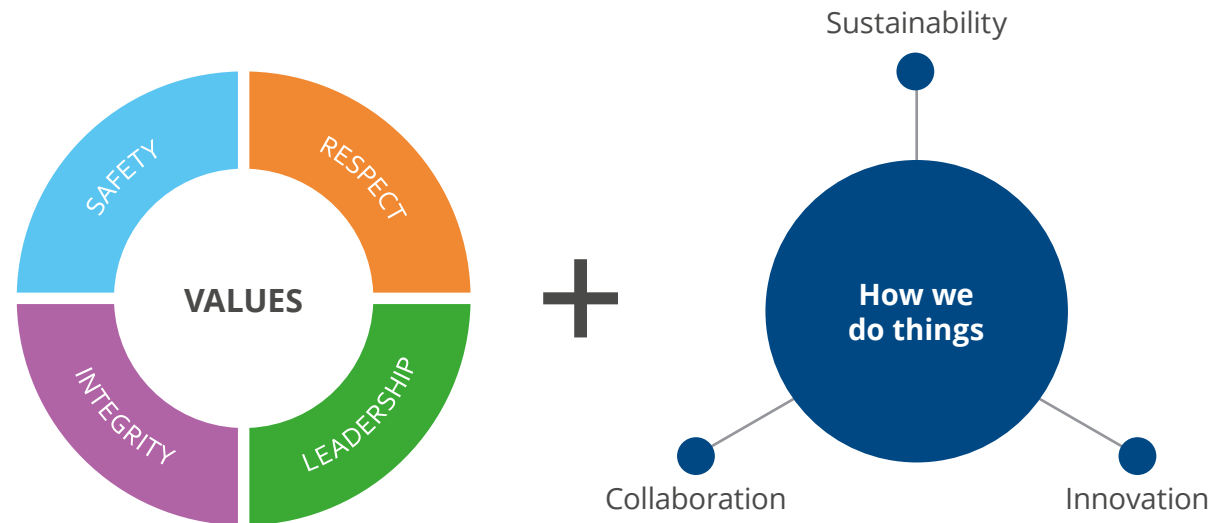
Innovation

Creating space to identify improvements beyond industry best practice, challenging the status quo and pushing the boundaries of conventional thinking.

Collaboration

Establishing truly shared goals with powerful incentives.

We expect our supply chain to share our values and to contribute to building our culture, so that together we can deliver our programme of work.



Our culture

Hear from Crowders Nurseries - an HS2 supplier who have developed new ways of working to embrace the HS2 culture, winning work on the project as a result.

Health and safety

Health and safety at HS2 Ltd means caring for our collective workforce, our passengers and the public, by creating an environment where no one gets hurt.

We have identified seven key areas of focus that pose the greatest risk and in which we believe we can make the most difference.

We have defined our aspirations for these areas of focus in 21 strategic commitments. These commitments identify the outcomes in health and safety that HS2 Ltd will achieve over the next 10 years of the programme, across all elements within the programme lifecycle.

We have developed detailed guidance on all these requirements. You can find more information on our website:

<https://www.hs2.org.uk/building-hs2/safeatheart/>



- 1 Workforce safety** - of everyone who works for and with HS2 Ltd: the personal safety of our employees, of our supply chain during construction and of our future workforce in operation.
- 2 Public and neighbour health and safety** - in construction, future operation and in the safe management of our property portfolio and undertaking of landlord duties.
- 3 Workforce occupational health and wellbeing** - now, during construction, and built in by design for future operation.
- 4 Safety by design** - designing for safe construction and maintenance; a railway system designed for future safe operation.
- 5 Safe procurement** - we will require that suppliers deliver world class health and safety standards throughout the whole supply chain. Unsafe suppliers will not be tolerated on the HS2 programme.
- 6 Safe operations** - considering now the future operating model, and developing the safety management arrangements for infrastructure manager and train operator organisations.
- 7 SMART assurance** - proactively measuring our safety inputs to ensure we are building a strong safety culture, as well as looking for a new approach to operating assurance.

Conflicts of interest and gifts and hospitality

Probity

As a public sector organisation, HS2 Ltd must be honest and transparent with high ethical standards; and comply with all applicable statutory and legal requirements, including the need to ensure equality and transparency of treatment of those bidding to undertake work or provide services to or on behalf of HS2. This includes our approach to conflicts of interest management and our Gifts and Hospitality Policy.

Conflicts of interest

HS2 Ltd defines conflicts of interest as: any situation where there is an actual, potential or perceived conflict, either commercial or professional, between the interests or duties of HS2 Ltd and any party engaged (or in the process of being engaged) by HS2 Ltd. Engagement may be either direct (i.e. a supplier or contractor) or indirect (i.e. a sub-contractor to a supplier, or a related company to a supplier). A conflict may also arise through HS2 Ltd employee spouses, partners, children and friends. It also extends to circumstances in which a conflict

may be reasonably perceived to exist by either stakeholders of HS2 Ltd or a member of the general public. A conflict would also typically arise where a person or organisation may be in a position to misuse confidential information of HS2 Ltd to give an unfair advantage to a bidder in a procurement. HS2 Ltd treats the possible impact to HS2 Ltd's reputation or to programme delivery posed by any conflict of interest as a key risk to be managed. We encourage an open and transparent approach and a "when in doubt, notify" culture both within our organisation and among our supply chain.

We expect our suppliers to identify and manage conflicts of interest, and all HS2 suppliers should make us aware of any actual, potential or perceived conflicts of interest as soon as they are known – please contact compliance@hs2.org.uk

Suppliers should be mindful of the conflict of interest provisions applied in HS2 Ltd's procurement documents (both at PQQ and ITT stage) and the potential for disqualification in circumstances where HS2 Ltd is not satisfied that a conflict of interest (whether actual or perceived) is manageable.

Gifts and hospitality

A particularly sensitive area is how HS2 Ltd deals with individual hospitality, corporate hospitality, and gifts.

HS2 Ltd requires all board members, managers, staff, business partners and third parties who act on our behalf to, at all times, act honestly and with integrity and to safeguard the public resources for which they are responsible. We request that you do not offer Gifts or Hospitality because HS2 staff will generally have to decline the offer and take the time to add the offer to our Gifts and Hospitality Register as declined. In respect of both the acceptance and the offering of hospitality or gifts, the general test is one of common sense:

Would a reasonable member of the public or the media question whether it was appropriate to accept or to make the offer?

National College for Advanced Transport and Infrastructure

Open since September 2017 and operating across two state-of-the-art purpose-built campuses, the NCATI is a new type of college. It's all about providing the higher technical skills required to build HS2 and upgrade the UK transport network.

It offers new technical and professional pathways to people who are starting a career in transport infrastructure, looking to switch careers, or upskill as a member of the existing transport infrastructure workforce. Its courses also teach learners the wider skills needed, such as problem-solving, commercial awareness and the ability to lead and motivate.

The curriculum looks to address skills, knowledge and personal attributes across the breadth of the rail industry so that participants get a broad and deep understanding.

The College offers a range of courses, all developed with industry employers, and taught by specialists in the subject. The curriculum has been designed to set new standards in technical training. It will also provide transferable skills and real-world project experience to ensure students are in a prime position to start work when they complete their course. Students will build their core skills with rail, engineering and management courses followed by a specialist subject, like civil engineering, or track systems, and train in the technologies of the future.

For the latest information on the curriculum on offer at the NCATI please visit www.ncati.ac.uk/courses



Doncaster campus



Birmingham campus

What can you do now?



View our supply chain resources

View the supply chain section of our website to see our latest contract opportunities, links to our supply chain map, supplier FAQs and case studies.

Search '**HS2 supply chain**'

For further information on specific areas please see the following links:

- [Sustainability](#)
- [Innovation](#)
- [Environment](#)
- [Equality, Diversity & Inclusion](#)
- [Building Information Modelling \(BIM\)](#)



Register to hear about HS2 contract opportunities

Register on Contracts Finder for direct opportunities
www.gov.uk/contracts-finder

Register on CompeteFor for indirect opportunities
www.competefor.com/hs2



Update your details, sign up to our supply chain bulletin and stay in touch

Send us your contact details, sign up to our supply chain bulletin and register to hear about possible future events or market engagement
www.smartsurvey.co.uk/s/HS2supply/

Share your questions, comments and ideas by emailing our Supply Chain Communications mailbox
scc@hs2.org.uk

Follow us on social media

