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PROCUREMENT STRATEGIES

2.25pm Chairman's opening remarks



> **Mr Jeremy Candfield**, Director General, **Railway Industry Association**

2.30pm Keynote address: delivering a world-class railway through effective partnerships



- Project background; financing and implementation
- Procurement strategies
- Skills Agenda
- Regeneration opportunities

> **Mr Terry Morgan**, Chairman, **Crossrail Ltd**

2.50pm Keynote address: commercial and procurement strategies to deliver a world class metro



- Commercial strategy
- Commercial management
- Supplier relationship management
- Approach to category management

> **Ms Sarah Atkins**, Commercial Director, **TfL London Underground**

3.10pm Keynote address: modernization of the Amsterdam Metro: how the City of Amsterdam has dealt with value-strategies for the procurement of new metro trains and a new signalling system



> **Mr Stephan Beffers**, General Manager, Department of Infrastructure, Traffic and Transport, **City of Amsterdam**

3.30pm Debate: 'Lot by lot' purchasing is cheaper for the operator because it generates more competition than a turnkey solution



The moderated session will debate the optimum strategies that should be adopted by metro operators and infrastructure managers seeking to purchase new and replacement equipment.

- > **Mr Terry Morgan**, Chairman, **Crossrail Ltd**
- > **Ms Sarah Atkins**, Commercial Director, **TfL London Underground**
- > **Mr Stephan Beffers**, General Manager, Department of Infrastructure, Traffic and Transport, **City of Amsterdam**
- > **Mr Steve Scrimshaw**, Managing Director, Rail Systems, **Siemens plc**

4pm Afternoon refreshments

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