Becoming a more efficient, customer-centric and sustainable metro

STREAM A - DAY 2 - Wednesday 28 March 2012

MORNING - DAY 1 - Tuesday 27 March 2012
STREAM A - DAY 1 - Tuesday 27 March 2012
STREAM B - DAY 1 - Tuesday 27 March 2012
MORNING - DAY 2 - Wednesday 28 March 2012
STREAM A - DAY 2 - Wednesday 28 March 2012
STREAM B - DAY 2 - Wednesday 28 March 2012
AFTERNOON - DAY 2 - Wednesday 28 March 2012
DAY 3 - Thursday 29 March 2012

Please enable javascript to see more information on speakers

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: 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

3.10pm 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

3.30pm 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
| Morning - Day 1 - Tuesday 27 March 2012 | Stream A - Day 1 - Tuesday 27 March 2012 | Stream B - Day 1 - Tuesday 27 March 2012 |
| Afternoon - Day 2 - Wednesday 28 March 2012 | Day 3 - Thursday 29 March 2012 |

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