

Market Infra to showcase revenue earning and project management prowess at Railtex/Infrarail

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One of RBDCommunity's Eagle Lab partners is looking forward to sharing details about their new project management capabilities at the Railtex/Infrarail exhibition in September.

Market Infra is in the business of winning work for its clients – so much so it has delivered £500m in growth to the companies it serves in just five years.

It's fair, then, to describe Market Infra as something of a deal-making powerhouse. When the business first started just half a decade ago, business director Tom Hudson began by winning business for Balfour Beatty right from the start. In the handful of years that have passed, Market Infra has gone from strength to strength, playing a crucial part in supporting a number of tier one clients and supply chain partners in massive infrastructure projects. In rail this includes schemes such as HS2. Beyond rail, deals involving the likes of Hinkley Point C have added to their word-of-mouth acclaim.

This year sees an important piece fall into place in terms of Tom's vision for Market Infra. Until this point,

the company has predominantly been in the business of seeking and clinching all-important deals for clients – whether that’s exploring and evaluating new markets or helping to drive the bid management process itself.

Now, however, they have added full project management capabilities to their offering.

“In terms of the value we can provide, this means we are now a full 360-degree consultancy,” Tom said. “We can work shoulder-to-shoulder with a client, enable them to explore new territory, bid for the work with them and then, finally, we can help them to actually deliver on the contract.

“Crucially, when a business works with us, there is no fear of any safety net being pulled away. We are with them from start to finish if they need us.”

He said the business moved ahead with its expansion into project management despite Covid-19. “It’s fair to say the situation in 2020 caused every business to stop and think. For us, however, the value we could add to our customers meant expansion was absolutely the right thing to do.

“During this time, we are pleased to have been able to effectively double our staff number, adding substantial knowhow to an already strong team.”

Consultant Vicky Barnes is playing a key part in this expansion, shepherding the new project management service. “It’s one thing to be able to win work, but it’s crucial to support clients once we have helped them get the contract,” she said. “The project leaders our clients work with – such as Network Rail and Transport for London – must adhere to the highest standards.

“They are also looking at creating sustainable solutions that think about the communities they serve. That doesn’t stop at the bid but continues out on site, so the duty to provide good project management is greater than ever.

“And these project leaders also need innovation. That’s often delivered one of two important ways – first it is through businesses already in this field pushing to develop new ideas to meet the challenge of modern rail. Second, it is through businesses who may work in areas adjacent to the sector bringing essential new perspectives to the industry.

“In either situation, the business delivering fresh thinking needs support – not just in realising how much they can offer a client, but also in assembling their teams and running a project. Every business needs support when stepping outside the comfort zone on sensitive projects, especially during the critical period of mobilising a contract.”

She added 2021 looks particularly bright, with Railtex/Infrarail giving the rail industry a chance to meet once again in person. “The whole team is looking forward to Railtex/Infrarail,” she said. “It’s unprecedented to have both shows come together in this way, and a fantastic opportunity to help prospective clients get to know us – and see how they can be part of the next £500m we add in value to UK businesses.”

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