

East West Railway Company launches engagement exercise for innovative 'Enterprise Partner' model – an industry first for UK rail

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The East West Railway Company (EWR Co) is launching a market engagement exercise on an innovative new 'Enterprise Partner' model to support the company in the development and launch of the new Oxford to Cambridge railway service.

In a significant step – which represents an industry-first for the rail sector – EWR Co is testing the market's appetite to:

- deliver train operations and asset management
- support the strategic leadership of the project at an early stage and through the launch phase of the railway.

By combining service delivery with a strategic role, EWR Co aims to drive a real focus on achieving the

long-term outcomes of the railway – which will in turn enable the wider transformation of the Oxford Cambridge Arc.

EWR Co has developed this Enterprise Partner model, building on lessons from previous projects, and drawing on thought leadership from the industry. It opens up exciting potential for organisations within and beyond the rail sector, perhaps from an infrastructure background, to get involved in this innovative new railway project, particularly those who have experience of customer-facing change in an organisation. The company is also working collaboratively with Network Rail, and the emerging Great British Railways transition team, to deliver the more customer-focused and cost-effective railway that is at the heart of the Williams-Shapps Plan for Rail.

Commenting, Simon Blanchflower CBE, Chief Executive of East West Railway Company said: “The Enterprise Partner model we have been developing over the past few months is an exciting opportunity for the right organisation or organisations to join us early and at a strategic level to deliver our ambitious vision for East West Rail.

“The model represents a unique way of drawing together the ideas and concepts at the forefront of industry thinking – an enterprise approach, a long-term focus on outcomes and early involvement from the supply chain – in a way which achieves the best outcome for passengers, local residents and for the taxpayer. The rail industry is going through a period of real change, so it feels right to share our proposition with the market and seek their views on the model to help us develop something that delivers real value.”

The launch follows on from a recent, similar engagement exercise which looked at infrastructure delivery. The combination of service delivery with a strategic role reinforces EWR Co’s ‘whole system’ approach, unlocking the opportunity for new technologies and ways of working that should be both more cost effective and better for customers and local communities.

Companies interested in finding out how they can play a leading role in this significant infrastructure project can access the PIN through the Delta procurement platform: <https://www.delta-esourcing.com/delta/viewNotice.html?noticeId=614269565>

Photo credit: East West Rail