

Market Infra: Project management and advisory services make a difference

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Market Infra Consulting Limited, the business growth and work-winning specialist, talks to Rail Business Daily about its Project Management and Advisory service and what it has to offer rail businesses.

Sheffield based Market Infra has gone from strength to strength since its inception in 2016.

Employing a highly skilled team of specialists and associates across a variety of disciplines, it advises clients on professional business strategy, development, growth and efficiencies. Project Management Services is often the end of a journey which in many cases, has started with bid writing and management. Journeys like this can be transformative for businesses by creating critical business growth and development.

We spoke to Vicky Barnes, Head of Project Management and Advisory about how her team can work with infrastructure businesses to make a real difference.

Background

Vicky began working at Market Infra in 2016 as a Bid Manager and has since progressed to Head of Project Management. Speaking to Rail Business Daily, she explained: “My experience enables me to understand and organise complex information quickly and efficiently. This helps me to support clients and take large, complicated projects and business issues and create a focused smart response.”

Project Management explained

Project Management is a wide area of expertise and Vicky told us: “We find it useful to break up Project Management into sections, particularly as sometimes we only work with clients on one aspect of the project. This could be mobilisation, technical support or delivery and advisory/consultation.”

Mobilisation – We can support with mobilisation plans to ensure projects have the right resources and systems in place at the right time to give clients a firm base to successfully deliver.

Technical Support – Our teams offer unique technical skills, guidance, and implementation support during preconstruction, delivery, and close-out.

Delivery – Our project consultants integrate with existing client teams delivering planning, management, and technical implementation during delivery. Ensuring certainty of delivery, on time and within agreed parameters and benchmarks.

Advisory/Consultation – When problems arise our teams provide practical solutions, that offer short and long-term measurable improvements to projects and organisations.

Making a difference

Market Infra focuses on efficiencies and cost-saving at every stage for the client. The team also brings specialist skills knowledge and expertise to a project and looks to introduce and maintain best-practice habits.

As Vicky says: “It’s a combination of all of these things that makes the difference to our clients. By engaging a third party like us, they get access to an experienced team of specialists who know what it takes to make projects work smarter- from inception to delivery.”

Vicky’s team offers everything from project health checks to turnkey solutions, offering bespoke solutions for each client, adding value to each project.

A unique offering

Vicky believes that what differentiates Market Infra from its competitors doesn’t come down to just one thing. Instead, it is the right blend of skills and values, such as the team’s enthusiasm and authenticity coupled with the flexibility and ability to seamlessly integrate into clients’ teams.

She adds: "I think these skills combined with the belief in what we do make a real difference to our clients. Project Management sits amongst other services that all feed into the same area, so I feel we offer a unique perspective."

Looking to a brighter and greener future

Working with so many different clients gives a great insight into what the market requires and enables the team to identify emerging trends or changes. With the transition from fossil fuels toward cleaner energy alternatives Vicky concludes: "We feel that Hydrogen projects and Net Zero Initiatives are going to be key in the future. We are already involved in several exciting projects in these areas and expect this growth to continue to accelerate."