

HS2

Supplier Guide

www.hs2.org.uk



About this guide

This guide has been developed to help suppliers find out more about the High Speed Two project. It highlights what is important to us and what will be required from our supply chain.

We want you to get involved now. Add your expertise to ours and seize the opportunities in what is now Europe's largest mega-project.

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Introduction



Ruth Todd CBE
Chief Commercial Officer

HS2 is Britain's new high speed railway being built from London to the North-West. But it is more than that. HS2 will be transformational; increasing capacity, reducing carbon and catalysing growth by connectivity. HS2 provides the platform to level-up the country, driving economic and social benefits, supporting jobs and investing in business.

As Chief Commercial Officer, what's important to me is a robust, resilient and reliable supply chain.

Thousands of innovative, collaborative businesses across the UK are already working with us, and we're proud that small and medium enterprises (SMEs) account for over two thirds of our supply chain. Small businesses have a vital role to play in HS2's construction, and when you join our supply chain the opportunity to win more work and expand your business is real. HS2's values are the cornerstone of instilling the right behaviours within our organisation and the wider supply chain - they are hardwired into our contracts and a reliable supply chain should know what is expected when working with us. It's these like-minded businesses that support an integrated approach to delivering a robust mega-project.

All regions of the UK are benefitting from HS2 opportunities and it's such a great time to be part of the project as delivery ramps up. Your business' innovation and experience could support HS2's vision to provide zero carbon rail travel for a cleaner, greener future. We are looking for a diverse supply chain which brings the capability and resilience to make this programme a success. We are operating in an ever-changing environment, and our collective ability to adapt to factors outside of our control is key.

HS2 remains committed to early engagement to give you the information and foundation for your own plans to support us wherever you are in the supply chain. We continue to partner with CompeteFor - an online brokerage tool - for visibility of our sub-contracted opportunities, as well as publishing direct and indirect contract opportunities on HS2's main website. I encourage you to read on in this HS2 Supplier Guide for further details on what HS2 is buying and how, our values, contact information and case studies. You too could be part of the largest infrastructure project in Europe.

What is HS2?

HS2 is a new high-speed, zero carbon railway which will form the spine of Britain's transport network. It will connect Manchester, Birmingham and London with HS2 trains also continuing on the existing rail network to Scotland.

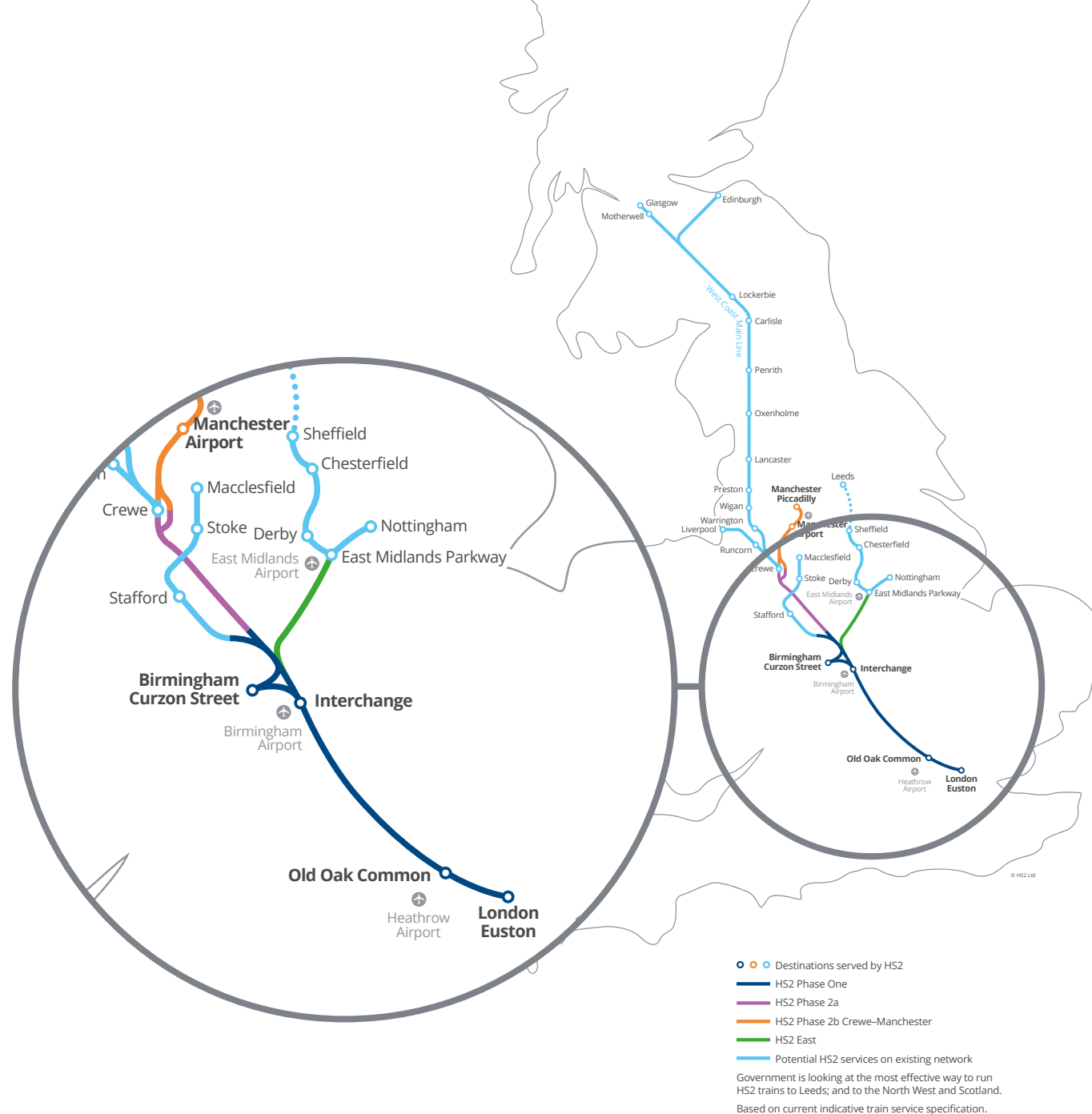
170 miles of new high-speed line is already under construction between Crewe and London. In total, the Government is planning over 260 miles of new high speed line across the country.

HS2 is the largest infrastructure project in Europe, and the most important economic and social regeneration project in decades.

Along Phase One between the West Midlands and London there are hundreds of active sites, supporting tens of thousands of jobs across the UK.

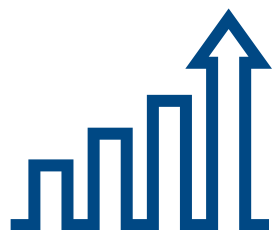
The extension of the line from the West Midlands to Crewe received Parliamentary approval in 2021 and will be the first extension of high-speed rail into the North of England.

The Bill to complete the route from Crewe into Manchester was deposited in Parliament in January 2022 to go through the approval process.



What is HS2?

Our strategic goals



Strategic goal 1

We will be a catalyst for economic growth.



Strategic goal 2

We will create a step change for rail capacity and connectivity.



Strategic goal 3

We will be good neighbours and protect the natural environment.



Strategic goal 4

We will foster skills and create and sustain employment opportunities.



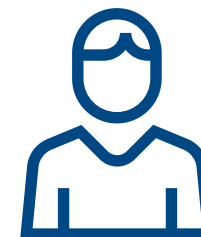
Strategic goal 5

We will set new standards for health, safety and security for the construction and operation of the railway.



Strategic goal 6

We will deliver value for money to the taxpayer.



Strategic goal 7

We will set new standards for customer experience.

What are we buying?

Categories

HS2 is the most exciting mega-project in Europe. Thousands of opportunities are being created throughout the supply chain, spanning multiple business sectors and suitable for businesses of all sizes. Many of the direct 'tier 1' contracts for our key categories have been awarded for Phase One, in turn giving rise to thousands of smaller sub-contract opportunities.



Design and services

Includes development partners, professional services and design services.



Civil engineering

Enabling Works and Main Works which include: archaeology, ecology, demolition, earthworks (tunnels, cuttings and embankments), drainage, bridges, viaducts, and other structures.



Stations

Phase One
Euston
Old Oak Common
Birmingham Interchange
Curzon Street

Phase Two
Manchester Airport
Manchester Piccadilly



Railway systems

Includes track, overhead catenary, telecommunications, traction power, signalling and mechanical and electrical systems



Rolling stock

Rolling stock for Phase One including initial maintenance. Rolling stock for Phase Two will follow at a later stage.



Corporate procurement

Includes commercial services, assurance & regulatory services and a diverse range of direct business support contracts.

What are we buying?

For each category, we have bought, or are buying, a relatively small number of high-value, direct contracts. These few large contracts are now generating significant supply chain opportunities, the number of which is likely to multiply through each tier of the supply chain. HS2 Ltd's direct/ tier 1 suppliers will source these lower tier contracts directly.

In order to maximise opportunities for suppliers, our tier 1 contractors are mandated to use CompeteFor ([competefor.com/hs2](https://www.competefor.com/hs2)) to advertise all appropriate opportunities, and to cascade this requirement down through their own supply chains.

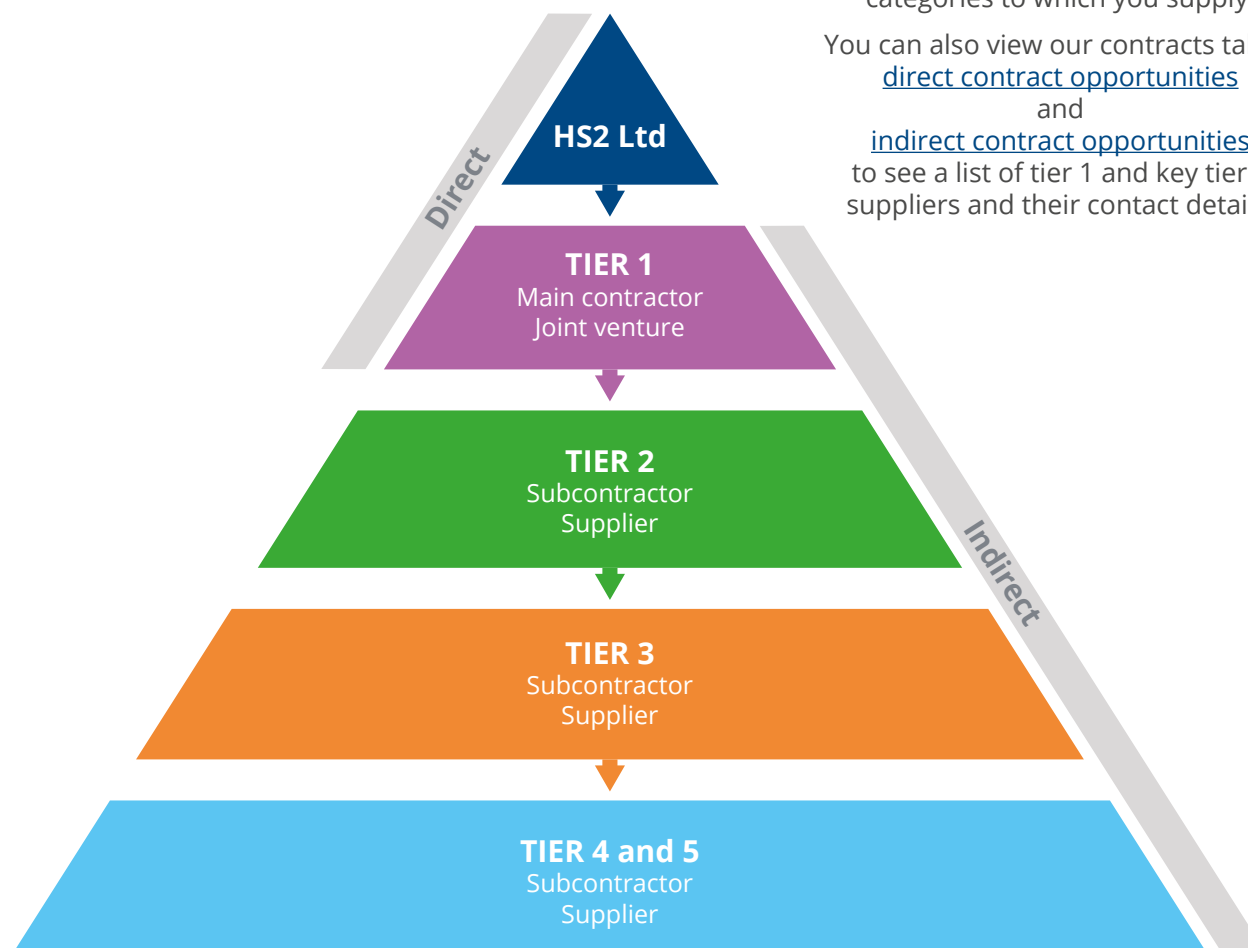
Hear from Wernick Buildings - an HS2 supplier who used CompeteFor to find and win work.



Register on our eSourcing Portal so you can respond to direct HS2 tender opportunities as they arise:
<https://hs2.bravosolution.co.uk>

To learn about indirect HS2 supply chain opportunities, go to www.competefor.com/hs2 and either register, or review your existing company profile and the categories to which you supply.

You can also view our contracts tables [direct contract opportunities](#) and [indirect contract opportunities](#) to see a list of tier 1 and key tier 2 suppliers and their contact details.



Who are our suppliers?

Main Works Civils Contractors – Phase One

Balfour Beatty VINCI 

Working in
partnership with

HS2

Area North – Balfour Beatty, VINCI (BBV JV)

Scope

BBV is responsible for main works on N1 and N2 in the West Midlands, between Long Itchington Wood Tunnel South Portal to Delta Junction and Birmingham Spur, as well as Delta Junction north to the West Coast Main Line tie-in at Handsacre. The scope includes 4.3km of bored tunnels, 40km of embankments, 10km of retaining walls, 13km of viaducts, 35km of cuttings and 132 overbridges/underbridges.

Values

BBV is looking for supply chain partners with the following values:

- Improving HSEQ through active engagement;
- Creating a culture of fairness, inclusion and respect;
- Proactive engagement in preconstruction to influence design, innovation and value engineering;
- Identifying areas of innovation and cost saving; and striving to produce quality.

Accreditation Standard

BBV has partnered with Constructionline which offers a scalable accreditation model that aligns to the HS2 Common Assessment Standard.

Procurement Portals

BBV advertises all opportunities on [CompeteFor](#) and subject to successful pre-qualification, suppliers will be invited to use our e-procurement portal "Jaggaer". Suppliers can register interest on the BBV website.

Contact BBV procurement by email at supplychainmanagement@balfourbeattyvinci.com



Who are our suppliers?

Main Works Civils Contractors – Phase One



Working in
partnership with **HS2**

Area South – Skanska, Costain, Strabag (SCS JV)

Scope

SCS is responsible for main works on S1 and S2 of the Phase One route in the London area, covering 26km of underground route including Euston tunnels and Northolt tunnels respectively, via the new Old Oak Common station. As 95% (21km) of the route being delivered will be in tunnels, SCS will be utilising seven Tunnel Boring Machines (TBMs) with five being in operation simultaneously.

Values

SCS is committed to the following five core values to recognise the importance of valuing life, collaborating and raising the industry standard on the HS2 project and beyond:

- Love for Life;
- One Team Spirit;
- Passionate about Excellence;
- Leadership; and
- Act with Integrity and Respect.

Accreditation Standard

SCS uses the Achilles, CHAS, Constructionline and CQMS schemes for supplier accreditation, which aligns to the Common Assessment Standard.

Procurement Portals

All procurement opportunities are advertised through [CompeteFor](#) with tender evaluation taking place through the eSourcing platform SourceDogg to ensure transparency and clear route for decision making.

Contact SCS procurement by email at supplychain@scsrailways.co.uk



Who are our suppliers?

Main Works Civils Contractors – Phase One



Working in
partnership with **HS2**

Area Central – Eiffage, Kier, Ferrovial, BAM Nuttall (EKFB JV)

Scope

EKFB is responsible for the main works on C2 and C3, covering an 80km mostly rural section of the route between the Chiltern Tunnel and Long Itchington Wood. EKFB's scope includes 15 viaducts, 6.9km of green tunnels, 22km of road diversions, 81 overbridges and 30 million cubic metres of excavation.

Values

To support EKFB's mission to lead the transformation of the industry, influence future generations, support the UK economy and leave a legacy that improves people's lives, EKFB encourages suppliers to adopt the following values:

- Safety, Health and Wellbeing always
- Inspirational Leadership
- Mutual Respect
- Absolute Integrity

Accreditation Standard

EKFB uses the Common Assessment Standard, which is a set of business assurance prequalification questions agreed by Build UK, CECA and its partners. The Common Assessment Standard is certified by three recognised assessment bodies: Achilles, CHAS and Constructionline. More information on the Common Assessment Standard can be found on the Build UK website.

Procurement Portals

Opportunities are advertised via [CompeteFor](#), with Market Dojo used as the e-tendering platform.

Contact EKFB procurement by email at supplychainenquiries@ekfb.com



Who are our suppliers?

Main Works Civils Contractors – Phase One



Area Central – Bouygues, Sir Robert McAlpine, VolkerFitzpatrick (Align JV)

Scope

Align is delivering C1, a 22km section of the route between the M25 at Ickenham and Buckinghamshire, covering the Chiltern Tunnel and Colne Valley Viaduct. This section incorporates 16km of bored tunnel, 5 ventilation shafts and 3.5km of viaducts.

Values

Align's core values are Safety, Respect, Excellence, Integrity and Collaboration, which we expect our supply chain partners to embody and adopt.

Accreditation Standard

Align primarily uses the Constructionline scheme for supplier accreditations, which aligns to the Common Assessment Standard. Package specific accreditations and requirements are also identified where additional standards are required.

Procurement Portals

All packages are advertised via [CompeteFor](#). Align is using a platform called Wax Digital to manage the e-tendering process where appropriate. Contact Align procurement by email at scmteam@alignjv.com

The Common Assessment Standard is an accreditation used by HS2 Main Works Civils Contractors to standardise the prequalification process. It comprises an industry-agreed question set and corresponding assessment standards. There are two levels of certification: desktop and site-based. Companies can now apply to a recognised assessment body – Achilles, CHAS or ConstructionLine – for the certification level that is most appropriate for their business. See the [Build UK website](#) for more information.



[Hear from one of Align JV's suppliers](#)

Who are our suppliers?

Stations Contractors – Phase One

Balfour Beatty VINCI SYSTRA

Working in
partnership with **HS2**

Old Oak Common – Balfour Beatty, VINCI, Systra (BBVS JV)

Scope

BBVS is responsible for the final design, construction and commissioning of HS2's new Old Oak Common station in North West London, which features 6 high-speed underground platforms and up to 8 platforms on the adjacent Great Western Main Line.

Values

BBVS is looking for suppliers who are innovative and lead with impact, operate with integrity and are fair, open and honest, show respect both at work and in the community, are committed to putting health and safety at core of what they do and promote jobs, apprenticeships and upskilling opportunities for local people.

Accreditation Standard

Prior to contractual engagement, each supply chain partner will need to have Constructionline Gold Accreditation or equivalent.

Procurement Portals

Where practically possible, all BBVS opportunities are advertised on [CompeteFor](#). Shortlisted applicants will be invited to tender through the Balfour Beatty JAGGAER Portal.

Contact BBVS procurement by email at supplychain@bbvsjv.com



Who are our suppliers?

Stations Contractors – Phase One

London Euston – Mace Dragados (MD JV)

Scope

MDJV and its Integrated Project Team partners are responsible for designing, building and commissioning the brand new HS2 Euston Station. The station will include 10 underground platforms and, at surface level, a 300-metre-long, fully accessible station hall, with new public spaces to the north and south.

Values

Mace Dragados has four core ambitions at Euston, which all supply chain organisations and individuals are expected to embrace and support:

- To be recognised as a leading project by the public, the industry and our neighbours;
- To set new standards in health, safety and wellbeing;
- To achieve Net Zero Carbon emissions with minimal (or no) offset; and
- To be a project that is rewarding and full of opportunity for everyone.

Accreditation Standard

Prequalification standards are aligned to the Common Assessment Standard, shared by CHAS, Achilles and Constructionline.

Procurement Portals

[CompeteFor](#) is the primary platform used for advertising opportunities.

Contact MD procurement by email at procurement@macedragados.com



Who are our suppliers?

Rolling stock

Hitachi-Alstom High Speed JV

Scope

Hitachi-Alstom High Speed (HAH-S) JV is delivering the Rolling Stock Manufacture and Maintenance Services, supplying a minimum of 54 brand new high speed trains plus 12 years' maintenance and associated expenses for a new fleet.

Values

HAH -S JV's values are Responsible Sincerity, Inclusive Harmony and an Agile, Pioneering Spirit.

Accreditation Standard

Hitachi and Alstom are ISO 9001 accredited – this is expected to flow down as a requirement to the manufacturing supply chain.

Procurement Portals

All suitable opportunities will be advertised through [CompeteFor](#), with evaluation completed through each company's eProcurement Portal.

Contact with HAH-S JV can be made via the following:

Train External scope: HS2.Procurement@hitachirail.com

Train Internal scope: procurement.hs2@alstomgroup.com



How do we engage with you?

Industry briefing days

Open to all appropriate supply chain organisations, these events will inform potential suppliers of our requirements and will facilitate supply chain networking. We will hold these events in appropriate category groups as we approach key procurement milestones.

Market soundings

We will ask relevant Tier 1 suppliers to provide feedback on our procurement approach, including how we plan to package and contract, as well as the perceived risks. By inviting their supply chain to provide input, direct organisations can help us achieve maximum market appetite and efficiency in delivery.

National and regional roadshows

These events will update local businesses on the project's progress, so they can get ready to respond to supply chain opportunities. We will publicise events with trade associations, Local Enterprise Partnerships and their associated growth hubs, British Chambers of Commerce and national enterprise agencies.

'Meet the contractor' days

We will work with our direct (i.e. Tier 1) suppliers to better understand their supply chain needs. By collaborating with trade and business networks, we will identify suppliers that match Tier 1 requirements and facilitate one-to-one meetings once direct contracts are in place.

In 2021 we held two online events for Stations and Main Works, with over 4900 attendees. Catch up on the events [here](#).

Register with us to capture your details, sign up to our Quarterly Supply Chain Bulletin and hear about future market engagements

[Register with HS2 Ltd](#)

To explore opportunities to work with your Local Enterprise Partnership or associated growth hub, go to www.lepnetwork.net

Where can you access HS2 opportunities?



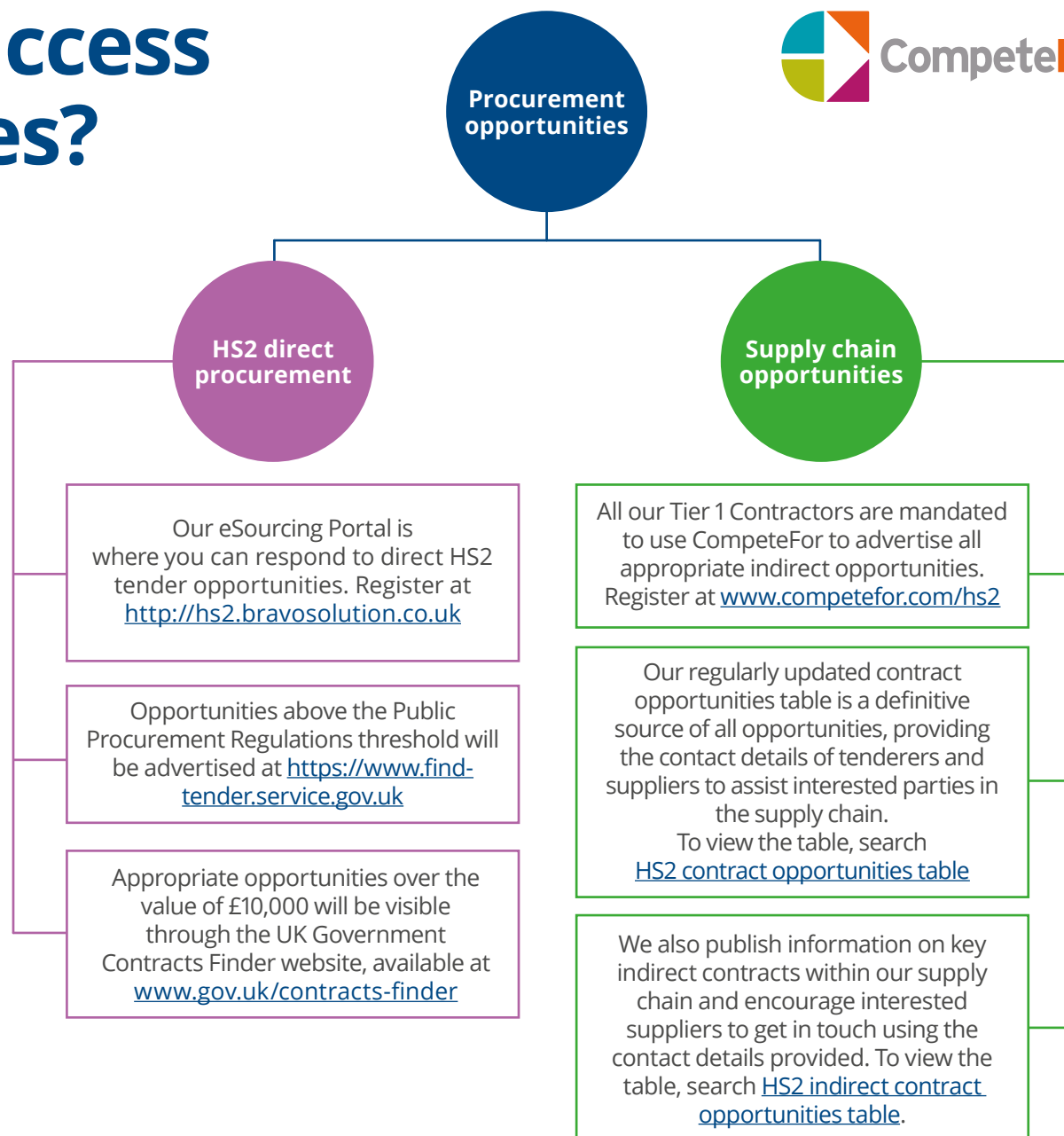
As a publicly funded organisation, HS2 Ltd is bound by UK procurement legislation and competes all requirements on a fair, open and transparent basis.

We advertise our contract opportunities on the government's [Find a Tender Service \(FTS\)](#), or equivalent, as well as on [Contracts Finder](#). Some direct corporate opportunities, needed to run our day-to-day business, will be lower in value and more numerous, and may be procured via existing public sector frameworks – visit the [Crown Commercial Service website](#) for more details.

To open up opportunities in our supply chain, we mandate all tier 1 suppliers use CompeteFor (www.competefor.com/hs2) to advertise their subcontract opportunities as appropriate.

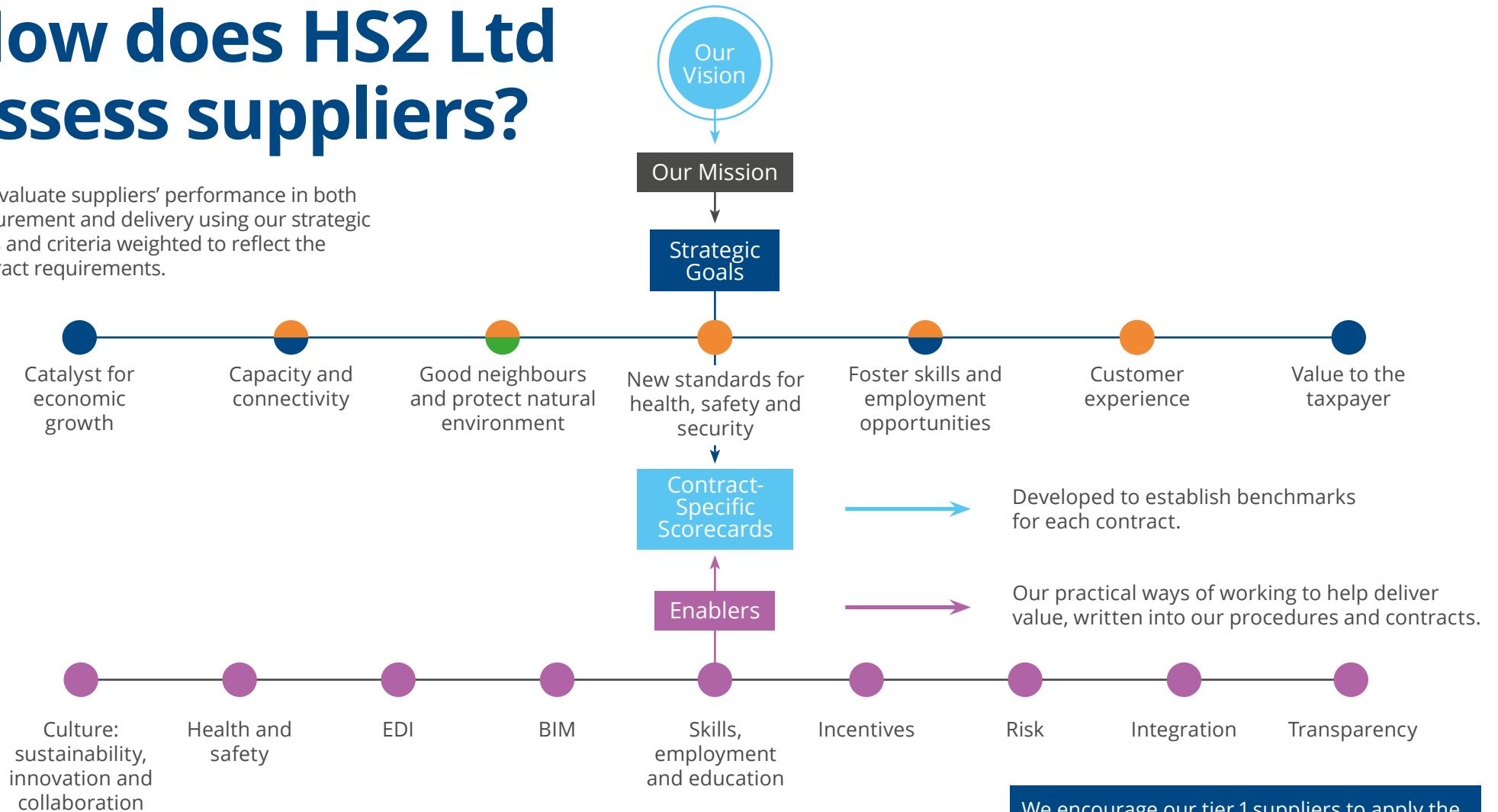
We strongly recommend interested suppliers to register on CompeteFor and tailor their profile to receive alerts on the opportunities that may be most appropriate to them.

Hear from HW Martin - an HS2 supplier who attended Meet the Contractor events and successfully bid for work on the project



How does HS2 Ltd assess suppliers?

We evaluate suppliers' performance in both procurement and delivery using our strategic goals and criteria weighted to reflect the contract requirements.



We encourage our tier 1 suppliers to apply the scorecard when procuring their own suppliers.

Our strategic goals combine:

- Environmental aims
- Economic aims
- Social aims

Supplier top tips for direct opportunities with HS2

1 Keep up to date

We advertise our contracts publicly to create a level playing field for all suppliers. Our [Current Opportunities Table](#) is continuously updated in line with the direct opportunities available on Contracts Finder, therefore we encourage our suppliers and potential suppliers to set reminders and check it regularly.

2 Use only HS2 eSourcing Portal for access

This is the single channel that you can use to access opportunity documents, communicate with HS2 Ltd regarding any procurement activities and submit your proposal. The portal can be found at <http://hs2.bravosolution.co.uk>

3 Read the documentation carefully and understand what is required

Provide all of the information and evidence requested. If you cannot for whatever reason, ask for advice. Don't rely on any previous knowledge or contract held with HS2 Ltd. Only information contained in your submission can be considered and evaluated.

4 Understand us

Review our website and read our Supplier Guide in order to understand our priorities, processes and requirements.

5 Plan your submission

You must complete and return the documents by the given time and date and make sure to sign anything that should be signed. HS2 Ltd reserves the right to automatically fail any late submissions.

6 No publicity material

This should not be included in your submission unless HS2 Ltd have specifically asked for this.

7 Reference your responses

We encourage you to clearly reference your responses to the specific questions asked in order to make it easier to evaluate.

8 Ask for feedback

If you are unsuccessful, make sure you ask for feedback. It will help you to understand how you can improve future tender applications.

Our culture

We believe that a high performing culture underpins the successful delivery of our programme and the success of our role as a client to our supply chain.

We have worked to define and embed our values – safety, leadership, respect and integrity. These values, together with how we do things every day, form our culture.

Sustainability

Delivering social, environmental and economic benefits in both the short and long term.

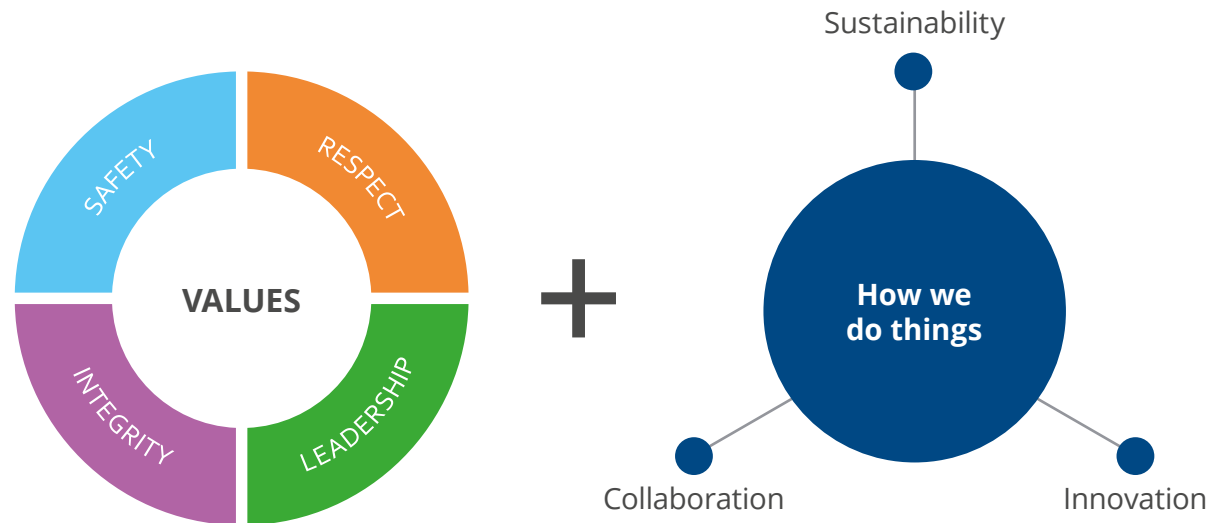
Innovation

Creating space to identify improvements beyond industry best practice, challenging the status quo and pushing the boundaries of conventional thinking.

Collaboration

Establishing truly shared goals with powerful incentives.

We expect our supply chain to share our values and to contribute to building our culture, so that together we can deliver our programme of work.



Our culture

Hear from Crowders Nurseries - an HS2 supplier who have developed new ways of working to embrace the HS2 culture, winning work on the project as a result.

Health and safety

Health and safety at HS2 Ltd means caring for our collective workforce, our passengers and the public, by creating an environment where no one gets hurt.

We have identified seven key areas of focus that pose the greatest risk and in which we believe we can make the most difference.

We have defined our aspirations for these areas of focus in 21 strategic commitments. These commitments identify the outcomes in health and safety that HS2 Ltd will achieve over the next 10 years of the programme, across all elements within the programme lifecycle.

We have developed detailed guidance on all these requirements. You can find more information on our website:

<https://www.hs2.org.uk/about-us/our-approach-to-health-and-safety/being-safe-at-heart/>



- 1 Workforce safety** - of everyone who works for and with HS2 Ltd: the personal safety of our employees, of our supply chain during construction and of our future workforce in operation.
- 2 Public and neighbour health and safety** - in construction, future operation and in the safe management of our property portfolio and undertaking of landlord duties.
- 3 Workforce occupational health and wellbeing** - now, during construction, and built in by design for future operation.
- 4 Safety by design** - designing for safe construction and maintenance; a railway system designed for future safe operation.
- 5 Safe procurement** - we will require that suppliers deliver world class health and safety standards throughout the whole supply chain. Unsafe suppliers will not be tolerated on the HS2 programme.
- 6 Safe operations** - considering now the future operating model, and developing the safety management arrangements for infrastructure manager and train operator organisations.
- 7 SMART assurance** - proactively measuring our safety inputs to ensure we are building a strong safety culture, as well as looking for a new approach to operating assurance.

Conflicts of interest and gifts and hospitality

Probity

As a public sector organisation, HS2 Ltd must be honest and transparent with high ethical standards; and comply with all applicable statutory and legal requirements, including the need to ensure equality and transparency of treatment of those bidding to undertake work or provide services to or on behalf of HS2. This includes our approach to conflicts of interest management and our Gifts and Hospitality Policy.

Conflicts of interest

HS2 Ltd defines conflicts of interest as: any situation where there is an actual, potential or perceived conflict, either commercial or professional, between the interests or duties of HS2 Ltd and any party engaged (or in the process of being engaged) by HS2 Ltd. Engagement may be either direct (i.e. a supplier or contractor) or indirect (i.e. a sub-contractor to a supplier, or a related company to a supplier). A conflict may also arise through HS2 Ltd employee spouses, partners, children and friends. It also extends to circumstances in which a conflict may be reasonably perceived to exist by either stakeholders of HS2 Ltd or a member of the general public. A conflict would also typically

arise where a person or organisation may be in a position to misuse confidential information of HS2 Ltd to give an unfair advantage to a bidder in a procurement. HS2 Ltd treats the possible impact to HS2 Ltd's reputation or to programme delivery posed by any conflict of interest as a key risk to be managed. We encourage an open and transparent approach and a "when in doubt, notify" culture both within our organisation and among our supply chain.

We expect our suppliers to identify and manage conflicts of interest, and all HS2 suppliers should make us aware of any actual, potential or perceived conflicts of interest as soon as they are known – please contact compliance@hs2.org.uk

Suppliers should be mindful of the conflict of interest provisions applied in HS2 Ltd's procurement documents (both at PQQ and ITT stage) and the potential for disqualification in circumstances where HS2 Ltd is not satisfied that a conflict of interest (whether actual or perceived) is manageable.

Gifts and hospitality

A particularly sensitive area is how HS2 Ltd deals with individual hospitality, corporate hospitality, and gifts.

HS2 Ltd requires all board members, managers, staff, business partners and third parties who act on our behalf to, at all times, act honestly and with integrity and to safeguard the public resources for which they are responsible. HS2 staff will generally have to decline the offer of any non-trivial gift (i.e. promotional items or items having no significant commercial value) and record the offer in our Gifts and Hospitality Register whether accepted or declined. Offers of hospitality may be considered by staff that are not carrying out a role in procurement or contract management, however will be declined if the organisation offering the hospitality is participating in a live procurement. In respect of both the acceptance and the offering of hospitality or gifts, the general test is one of common sense:

- **Would the HS2 staff member be embarrassed if anyone found out about the gift or hospitality?**
- **Does receipt of the gift, hospitality or other benefit influence the HS2 staff member in any way?**
- **How would the HS2 staff member feel if they read about it in newspapers, on social media, etc?**

What can you do now?



View our supply chain resources

View the supply chain section of our website to see our latest contract opportunities, links to our supply chain map, supplier FAQs and case studies.

Search '**HS2 supply chain**'

For further information on specific areas please see the following links:

- [Sustainability](#)
- [Innovation](#)
- [Environment](#)
- [Equality, Diversity & Inclusion](#)
- [Building Information Modelling \(BIM\)](#)



Register to hear about HS2 contract opportunities

Register on Contracts Finder for direct opportunities
www.gov.uk/contracts-finder

Register on CompeteFor for indirect opportunities
www.competefor.com/hs2



Update your details, sign up to our supply chain bulletin and stay in touch

Send us your contact details, sign up to our supply chain bulletin and register to hear about possible future events or market engagement
www.smartsurvey.co.uk/s/HS2supply/

Share your questions, comments and ideas by emailing our Supply Chain Communications mailbox
scc@hs2.org.uk

Follow us on social media

