



Axial Projects - Capability Statement

Prepared for: AmCo

Prepared by: Fin Burke

23 April 2018

Statement Number: 00005

COMPANY OVERVIEW

We are Axial Projects - a new & innovative company in the Rail Industry offering Turnkey Programme & Bid Management solutions.

Our team can offer a variety of skills, services and digital tools. Our experience spans the Project lifecycle from Pre-contract feasibility and outline methodology through to successful delivery.

We have a proven record in Bidding, Winning and Delivering major multi-disciplinary Rail Projects and can provide industry leading Programme Visualisation, Planning Management and Bid Leadership systems. We have a strong history in developing bespoke solutions for our clients.

We are fully RISQS accredited and our Management policies are compliant with the requirements of ISO 9001, 14001 and 18001 as well as RISQS IMR and Sentinel modules.

Services

- Integrated Construction Planning - Methodology, Programme and Feasibility development
- Work Winning - We have a proven history of successful bidding for Tier 1 contractors - we are currently providing Bid Leadership to some of the highest profile Projects in UK Rail
- Access Planning and Stakeholder negotiation
- Integrated Programme Management - Multi Disciplinary Environments
- Programme Controls - Development of bespoke Tools and systems
- Digital Metrics and Performance Indicators
- Lean Construction Techniques
- Principal Contractor Management



Balfour Beatty



Case Study 1 - Work Winning

Balfour Beatty - TFL Portfolio & Track Partnership - £300m

March 2018 - Present

Contracting Model - Professional Services Subcontract

Axial has recently been engaged to support Balfour Beatty with Bid Leadership and Programme Management services as they navigate through an intense 2 year period of Work Winning activity.

Initial requirements focus on the Track Partnership re-bid - a 5 year contract to support Transport for London in delivering Ballasted Track and Deep Tube Renewals (Plain Line / P & C) and Ballasted to Slab conversion works. In addition to the Track Partnership bid we are also supporting BB in their wider portfolio of works with London Underground, in particular facilitation of the following schemes

- Signalling Upgrade Programme
- Northern Line Extension Works
- 4LM (4 Line Modernisation) Programme
- Halmer End

It is expected that Axial will continue to support Balfour Beatty as they look forward to tendering for some of the highest profile Rail Projects in the UK.



Roles Supplied

- Bid Lead for TFL Portfolio
 - Planning & Programme Support
-



Case Study 2 - Project Delivery

Carillion - Northwest Electrification Phases 4 and 5 - £180m

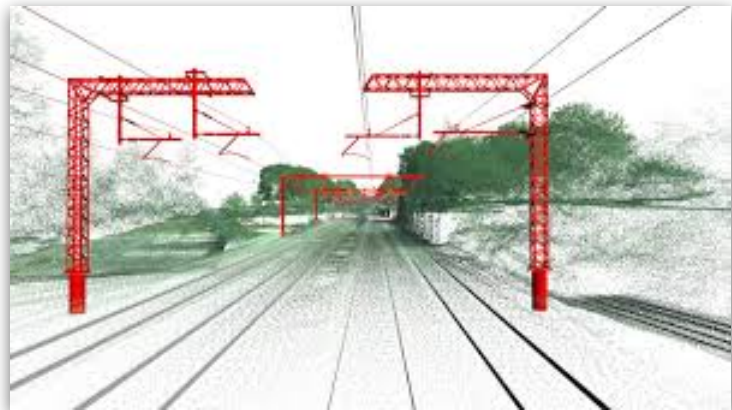
August 2015 - Present

Contracting Model - Professional Services Subcontract (As Coda Project Solutions)

Our role has been to develop a Programme Management Organisation and to lead & supply the Integrated Planning Team on the scheme. Our remit covers Project Planning, Access & Possession Planning and traditional construction planning. The Axial model is an holistic system that draws together these elements with a comprehensive reporting suite of installation metrics and visualisation tools.

Roles Supplied

- Planning and Controls Lead
- Integration Manager
- Senior Construction Planner
- Construction Planner
- Possession and SSOW Planners



Achievements

- Establishment of Project PMO - unification of Programme, Construction and Site Reporting
 - Digital Installation Mapping Suite
 - Development of Programme Visualisation Portfolio including P6 Interfaced Time Change for all contractors
 - Automated Construction and Site reporting Toolkit
 - Access Negotiation with Train and Freight Operating Companies
 - Stakeholder Liasion with Network Rail
 - Weekly Flash Reporting / Project on a Page
-



Case Study 3 - Project Delivery

Carillion Powerlines JV - Midland Mainline Route Upgrade £1.5bn

August 2014 - August 2015

Initially engaged on Midland Mainline to lead the Planning for Carillion's scope of works - our role quickly grew to encompass integration of all elements and disciplines associated with the Midland Mainline Upgrade Programme - on behalf of Network Rail. This included -

- Overhead Line - c160 STK of new electrification
- Power and Distribution - 24 new substations
- SCADA Telecomms
- Signalling Immunisation
- Route Clearance
- Ops and Maintenance
- Entry into Service
- Enabling Works
- Access strategy to deliver all works

Axial Scope

-
- Programme Integration for all Stakeholders (P6 & Time Chainage Solutions)
- Access Negotiation for all MMLE Upgrade stakeholders
- Establishment of Programme Management Office and Construction metrics
- Construction Integration for all Stakeholders from a 3 year time horizon through to T -10 days

Roles Supplied

- Planning and Controls Lead
 - Integration Manager
 - Senior Construction Planner
 - Construction Planner
-

Work Winning - Background

Our team of consultants have a strong background in Bidding success having worked in Senior Work Winning positions with major contractors for the past decade. We work with our clients to lead and develop winning solutions across the key assessment areas. We are able to utilise our proprietary library of productivity and installation methodologies to help clients to shape outline construction strategies and programmes. Our consultants have a broad range of experience across the breadth of railway disciplines and are able to present credible solutions from limited information to bring Projects to life for client teams.

Tender Successes

- National Electrification Programme (OLE, Power & Distribution) - (BBRail)
- Thameslink Key Output 2 (Pway & Civils) - £200m (BBRail)
- Crossrail West Outer Infrastructure (Pway and Civils) - £150m (BBRail)
- Crossrail: South East Section (Pway, OLE, Civils, Signalling) - £200m (BBRail)
- Crossrail: West Outer Electrification (OLE and Power Transmission) - £180m (BBRail)
- Northwest Electrification Phases 1 & 2 (Electrification) - £80m (BBRail)
- Evergreen 3 (Pway and Civils) - £200m (Bam Nuttall / Jarvis)
- TXM Rail - we are currently working on a number of Rail Project bids between £5m - £20m (Axial Projects)

Our Team

Fin Burke - Director

Fin has been involved in bidding and delivering Rail Projects for nearly 20 years. He has held a variety of Senior Management positions with some of the biggest Contractors in the UK. Previous positions

- Managing Director - Coda Project Solutions
- Balfour Beatty Rail - Work Winning Lead
- Carillion & Carillion Powerlines JV - Project Controls Lead - Electrification
- Bam Nuttall - Programme Manager

most recently he has held the role of Managing Director at Coda Project Solutions before leaving that role to start Axial Projects. His roles to date have focused on Work Winning, Programme, Controls and Planning Management. Fin is a keen advocate of continuous improvement and is constantly seeking innovative solutions to enhance the Axial offering.

Tony Bullivant - Director

Tony has worked in Rail Enhancement Projects throughout his professional life. Starting his career in Construction Management he has held a variety of Principal Contractor, Delivery and Project Management roles in his career to date. Tony also has a strong background in Access and Logistics management on large scale multi - disciplinary Projects and is possessor of a sharp eye for the detail. He has a strong history in successfully negotiating access with Train and Freight Operating companies and has performed this role in several high profile projects on behalf of Network Rail.

Recent Positions include

- Director - Totus Projects
- Carillion & Carillion Powerlines JV - Integration & Logistics Lead - Electrification
- Bam Nuttall - Project Manager - Evergreen 3
- Jarvis - Project & Delivery Management Roles

Tony has a demonstrable history of operational excellence and is a highly regarded within the sphere of Rail Project delivery.
