

# Making it all work in practice

**David Golding & Yaelle Ridley**



*"Is the opportunity interesting enough that I want to spend some money to find out more?"*



*"Is there a credible case for doing this and is it achievable?"*



*"Is this an investment I want to make?"*



*"Will I realise the returns I anticipated?"*

Strategy & opportunity development

Proposal development

Pre-contract

Execute & deploy



“A project promoted by the private sector that addresses an opportunity not necessarily identified or prioritised in a departmental programme or through the long-term planning process (LTPP)”

## Now:

- Transforming to customer focussed route-based businesses through devolution
- Lack of visibility for potential investors of opportunities
- Common perception that Network Rail is difficult to work with
- Asset protection and optimisation (ASPRO) can be a particular barrier for third parties

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Changing processes and behaviours

# Open for Business key objectives



Introducing contestability in the delivery of projects and renewals



Enabling third-party delivery of Network Rail funded activities



Enabling third-party delivery of their own funded activities



Attracting third party finance and delivery



Erstwhile funding mechanisms?

- Regional Funding Allocations Transport funding
- Large Local Majors Funding
- Network Rail Discretionary Fund
- Other Network Rail ring-fenced funds

## New funding sources?

- Housing Infrastructure Fund
- Transforming Cities Fund
- Local Growth Funding
- City Deals

1. What does the Investment Decision Framework (and MLP / RNEP) mean for securing funding?
2. Given the decline of dedicated transport / rail funding sources, what do we need to do differently?
3. What new sources of funding can we explore for station enhancements?



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*"Is the opportunity interesting enough that I want to spend some money to find out more?"*

Decision to develop

*"Is there a credible case for doing this and is it achievable?"*

Decision to design

*"Is this an investment I want to make?"*

Final investment decision

*"Will I realise the returns I anticipated?"*



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