



Market Engagement Questionnaire

Project Name	Provision of Land & Property Services
Project Reference	CT4218/19
Submitted By	[Please add your company name here]

Introduction

East West Railway Company Limited (EWR Co) is an arm's length body of the Department for Transport established to promote and develop a new direct connection between Oxford, Cambridge.

East West Rail would connect communities between Oxford, Milton Keynes, Bedford and Cambridge, supporting sustainable economic growth in the area. The new railway would make it easier to reach jobs, education, public services and days out with family and friends.

By making it easier, faster and more affordable to get around the region, the new railway will open up new journeys, cut travel times on public transport, ease congestion on local roads and bring more jobs within reach of people living locally.

Our mission at EWR Co is to deliver all of this as safely, quickly and cost-effectively as possible.


EWR is being delivered in three connection stages.

- Connection Stage 1 is underway with passenger services due to start running between Oxford and Milton Keynes in 2025.
- Connection Stage 2 is ongoing to bring forward services from Oxford to Bedford from 2030.
- Connection Stage 3 would complete EWR and enable passenger services to operate between Oxford and Cambridge via Bletchley and Bedford.

As part of the DCO pre-application stage, we are consulting on our proposals. We intend to carry out two consultations before applying for development consent. This includes the current non-statutory consultation which ends on 24 January 2025 and a statutory consultation that will be held at a later date.

The Requirement

1. EWR Co is seeking to appoint supplier(s) to provide the Land and Property services it requires to assist in the delivery of the rail link between Oxford and Cambridge. This is primarily to support Connection Stage 3 although the supplier may be asked to support relevant interfaces with workstreams from Connection Stage 1 and 2.
2. The Land & Property Team requires professional support to acquire the land and property needed for the land assembly. This includes advice on all property related matters including: consultation along the line of route, consents and land access rights, mapping and land referencing, valuations; surveys; associated reports; support the Development Consent Order and



ability to source specialist expertise such as advice on the negotiation of detailed Heads of Terms; and preparation and presentation of a business case for approval to acquire properties (in whole or in part) as per the draft Development Agreement and current Delegated Authority letter from the DfT, management of acquired sites and disposals.

3. It is intended to divide the services into the following two work packages with separate suppliers (unless the outcome of a procurement process dictates otherwise):

Work Package 1- Land Acquisition, Landowner Engagement, negotiation and settlements

Provide a range of support to secure land required to construct and operate EWR through private treaty agreements and compulsory purchase powers. This will include the following workstreams - Valuation and Compensation; Land acquisition including negotiation of agreements and settlement of claims; landowner engagement to support land assembly; input to the DCO strategy and delivery to secure land assembly through negotiation and compulsory purchase; Reporting and Business Management Support Services.

Work Package 2 - Land Referencing and notices and Land access for surveys

Provide a range of support to deliver land referencing and notices for land assembly for EWR. This will include the following workstreams - land access for surveys including issue and negotiation of licences/agreements; land referencing; project management of land and property deliverables required for the DCO and other consents as required; preparation and issue of notices and land plans required for the DCO and other legal processes; Reporting & Business Management Support.

4. The intended contract duration for each work package is 4 years with options to extend for up to a further 24 months.
5. EWR Co. is considering its strategy for this procurement and are seeking information/opinions of the suppliers in the market in order to inform this strategy.
6. The anticipated timelines for the start of this procurement, in terms of publishing the Contract Notice are dependent on the Commercial Strategy decided upon but it is expected that the Contract Notice will be issued in May 2025, with contract award end of 2025 or beginning of 2026.
7. If EWR Co. opt for the open market route, it is anticipated that a two-stage procurement process will be undertaken. For Stage 1 (Expression of Interest/Selection Questionnaire) a 20 calendar day response time is anticipated, followed by Stage 2 (Invitation to Tender) with a 25 calendar day response time.

Questionnaire

1. Please provide your responses to the following questions by **24 January 2025**:

A. Please indicate if your organisation will be able to participate in this procurement process with an expected publication date of Quarter 2 2025?

Yes	No If unable to participate in Q2 please confirm if Q3 is acceptable.	Unsure
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B. Do you consider our proposed split of work packages is a sensible separation in terms of the market and delivery of the services?

Yes Why?	No Why?	Suggested Alternative(s)
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C. Please indicate which work package you would be interested in delivering?

Work Package 1 Yes/No Why?	Work Package 2 Yes/No Why?	Both Yes/No Why?
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D. Is there anything in the standard tender process that you feel is especially onerous?

No	Yes – Please state:
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E. Please indicate your preferred form of contract for any services awarded under a potential procurement.

NEC4 Professional Services Yes/No	EWR Co Contract for Services Yes/No	Other – Please specify
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- F. The services required are varied and we expect to apply several pricing methods when requesting proposals. Do you have any suggestions for alternative methods of pricing for these services other than Fixed Cost/Priced Contract with activity schedule/Time based?

Pricing Method	
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Supplier Details

1. Please provide the following details:

Full name of your company:	
Trading status: a) public limited company b) limited company c) limited liability partnership d) other partnership e) sole trader f) third sector g) other (please specify your trading status)	Please specify here:
Are you a Small, Medium or Micro Enterprise (SME) ¹ ?	Delete as appropriate: Yes/No
Name of immediate parent company: (if applicable)	
Name of ultimate parent company: (if applicable)	

PLEASE SEND YOUR COMPLETED QUESTIONNAIRE BY EMAIL TO:

alex.mills@eastwestrail.co.uk

PLEASE USE THE FOLLOWING TITLE FOR YOUR EMAIL:

“Land & Property Services – Market Engagement Questionnaire”

RESPONSES PLEASE BY:

Friday, 24 January 2025

Next Steps

1. EWR Co. will use the information provided by responses to this Market Engagement Questionnaire to inform our approach to the procurement of Land & Property Services.
2. If a decision is made to undertake an open market procurement, a Contract Notice will be published on Find a Tender Service setting out the details of the process and how suppliers can express interest. If the Framework route is utilised, an Expression of Interest will be sent to Framework suppliers for them to confirm their interest in bidding for the contract(s).

Thank you in advance for responding to this questionnaire.

Alex Mills
Senior Procurement Manager
Procurement
East West Railway Company

Note: EWR Co. confirms that it will keep confidential and will not disclose to any third parties any information obtained from a named customer contact, other than to the Cabinet Office and/or contracting authorities defined by the regulations, or pursuant to an order of the court or demand made by any competent authority or body where the authority is under a legal or regulatory obligation to make such a disclosure.