

# ScotRail Presentation to SWESTRANS

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# The heart of our bid

- **New trains for Scotland**
  - We are the only Group who can guarantee the price, the specification and the delivery schedule in a manner that is not open to challenge. TS have option to take ownership
- **Significant savings through a Deep Alliance with Network Rail**
  - One railway; combining a nationally funded infrastructure and service provider
- **Transformation of the inter-city network**
  - Fully refurbished, wi-fi enabled fleet of HSTs to connect the seven cities by December 2018, combined with significant enhancements at Aberdeen, Inverness and Perth stations
- **Faster inter-city services**
  - Headline journey times of less than three hours between Glasgow and Inverness and an improvement in the overall inter-city journey time metric



# Further key improvements

- **A vibrant, growing railway with improved connectivity and accessibility**
  - growth focused on off-peak travel
- **Sharing our Dutch expertise to deliver multi-modal integration and smart ticketing**
  - Train tickets on Bramble within six months
- **Industry-leading sustainability plan**
  - A 37% reduction in CO<sub>2</sub> per passenger km
- **Reinvestment of profit to employees**
  - Employees able to earn an additional c.£800 based on company and individual performance
- **Biennial international rail summit**
  - Hosted by representatives from both Governments, focus on economic regeneration and social mobility



# Discussion topics

- **Proposed service levels;**
  - TS set the specification and we respond. We will work with you in the future to adapt and change
- **Contractual financial penalties;**
  - Many and various. Each bid commitment has a separate financial penalty if we do not deliver and there are over 100 bid commitments. We are well incentivised to perform
- **The public service for private company ethos;**
  - We are an arm's length private company owned by a public company. We have a longer-term focus and not driven by shareholders to perform on a quarterly basis.

- **Opportunities for local suppliers;**

- Lots. We will hold open days and engage with SMEs and local suppliers. Key focus will be on supply chain and particularly catering
- We will meet with the FSB once we commence operating the franchise, with a view to looking at ways in which we can deploy more opportunities for the SME market
- We are also committed to using the Scottish Government’s procurement portal to ensure a fair opportunity for Scottish business. Our membership of the Chamber of Commerce and the SCDI will position us directly in line with businesses of all sizes
- Our new Head of Economic Development, another first in ScotRail will support greater to rail contracts for SMEs

- **The “Scenic Rail Journeys of Scotland” product, and what this means;**

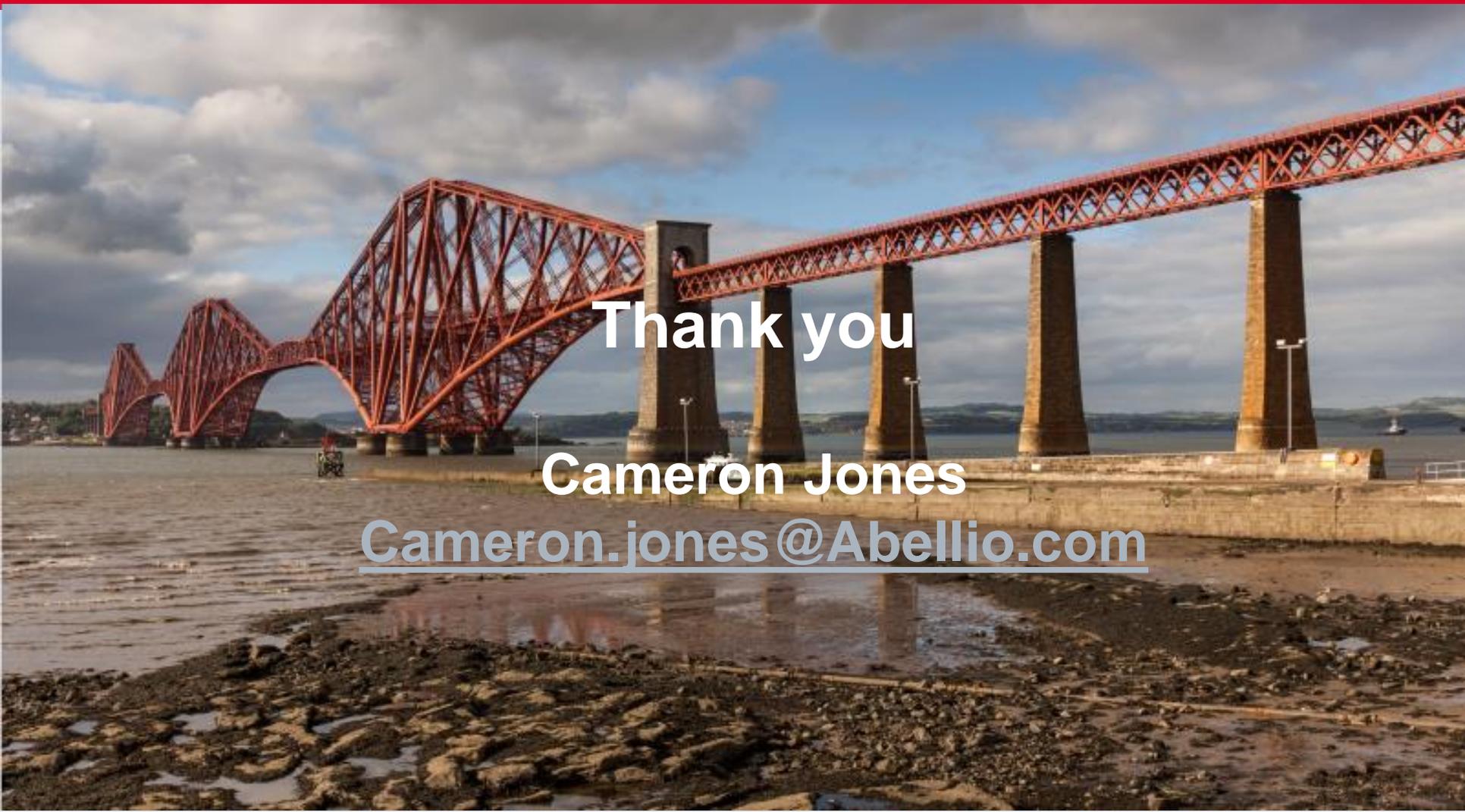
- At its minimum it is a refurbished train (seats aligning with Windows), better trained staff who will be tourism ambassadors and better promotion of tourism. We will also promote the railway more and use steam charters as a key aspect of this promotion
- The appointment of the Tourism Manager, the first in ScotRail, will be a major identifier with the tourism and visitor economy and address the missed opportunities of previous years.
- Through our partnership with VisitScotland and membership of the Scottish Tourism Alliance, we will enhance the customer experience and attract new people to the railway

- **Concessionary fares for pensioners;**
  - We will lower the Club 55 product to Club 50 and open up the railway more making it more accessible
  - Where local authority funds subsidised travel schemes for people of pensionable age, then these will continue to be delivered
- **Kirkconnel Station accessibility issues**
- **The geographical distribution of apprenticeships;**
  - The apprenticeships will cut across a variety of different occupations and deliver on diversity, where people of minority and represented groups will be encouraged to apply
  - Drawn from across Scotland, they will work throughout the ScotRail business

# So, why Abellio?

- Through our parent company NS, we operate and understand the true role of a national railway. For the Dutch economy the rail network has become an intrinsic feature of its growth over many decades and has helped to give it a competitive edge over other economies with less well-developed transport
- We will achieve similar gains for Scotland by better aligning the railways to support the national performance framework and making the most of knowledge sharing opportunities for both NS and Abellio ScotRail
- We have a track record of being a trusted partner, easy to do business with, and transparent in negotiations. We have never sought to renegotiate our financial commitments





Thank you

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