

## Malcolm Wilson



### Profession

Rail Business Consultant

### Current Position

Director

### Joined IPEX

May 2003

### Nationality

British

### Qualifications

BEng (First Class Honours)  
Mechanical Engineering,  
University of Bath, 1988

Chartered Mechanical Engineer  
(CEng)

PRINCE2 Practitioner

### Professional Associations

Fellow of the Institution of  
Mechanical Engineers (FIMechE)

Malcolm has over 30 years of varied experience in the rail sector; with extensive practical working knowledge, experience and client engagement built on a career in the UK operational railway and gained at all levels from delivering authentic solutions for the modern railway business environment.

### Specialisations:

- Rolling stock, depot and maintenance strategy, specification, contracts and operations;
- Rolling stock fleet management, reliability, performance improvement, leasing, contracts, maintenance practice and process, organisational structure, operation and management systems;
- Roles, responsibilities, contractual structures, and working arrangements amongst rolling stock lessors, operators, maintainers and other entities, including within the European legislative framework.

Malcolm maintains a deep strategic & practical knowledge of the functionality, performance and suitability of rolling stock for the railway operation and its deployment within the railway system.

### Rail projects:

**Department for Transport Franchise Technical Advisor (various)** – Malcolm has provided strategic advice and expertise to DfT, as part of a wider advisor team, including for developing franchise options for rolling stock, depots & maintenance, and developing and drafting ITT requirements, and performing bid evaluation and risk adjustment; on Essex Thameside in 2013-2014 and on East Anglia 2014-2016.

**New rail systems (various)** – Malcolm has provided advice and support on various metro and light rail projects, including serving 2010-2014 as the rolling stock depots and maintenance expert for the PMC / Department of Transport on the Abu Dhabi integrated public transport network, reviewing and developing defined requirements and reviewing the contractor reference designs.

**Franchise bid support (various)** – Malcolm has provided advice, strategy and bid plan content for multiple franchise bids, including particularly leading the rolling stock, depots and maintenance component for bidders on Greater Anglia in 2011 and Great Western in 2012 and currently on the present Wales and Borders franchise renewal procurement by Transport for Wales.

**Rolling stock manufacturer bid support (various)** – Malcolm has advised various major rolling stock manufacturer parties on rolling stock, depot and maintenance bid strategies and material for various competitions, including scoring and finessing bids against ITT criteria.