



MANJARI MCCAULEY, BELLVEDI - CURRICULUM VITAE

A rail industry professional with particular experience in demand and revenue modelling, investment planning, business case appraisal and financial analysis, who is highly adaptable and customer focused, with strong interpersonal skills. A confident presenter with the ability to communicate complex concepts.

Key skills

- ➔ Investment appraisal specialist who has advised multi-million pound projects on optimising the value of railway investment to society and the economy. Assessed benefits of both passenger and freight capacity enhancement to influence investment decisions, including analysis of crowding, reliability, service frequency and journey time changes. Persuasively presented the case for railway enhancements to funders including DfT and TfL.
- ➔ Expert client for major multi-modal passenger demand modelling exercises using PLANET, LTS and RailPlan.
- ➔ Revenue allocation specialist who has personally advised clients at board level and project managed a portfolio of revenue allocation projects, including apportioning Travelcard income.
- ➔ Advised major projects, including Thameslink, of the likely impact of major engineering work on TOC revenue. Provided travel pattern analysis to inform negotiation.
- ➔ Experienced user of rail industry models and data: MOIRA, LENNON, Green book counts, train weighing data, performance data, pedestrian modelling output etc.
- ➔ Built lasting relationships with cross-industry stakeholders, ensuring their active engagement in the railway planning process.
- ➔ Project manager with an excellent track record for delivery and focus on the needs of the customer.
- ➔ MSc in Operational Research from Brunel and BEng in Engineering from the University of East London.

Career History & Relevant Project Experience

2001 - 2006 AEA TECHNOLOGY RAIL

Manjari joined AEA (now Delta Rail) as a consultant in 2001 and worked mainly in Revenue Allocation within the Policy and Economics team. Example achievements and project experience are:

Revenue Allocation

- ➔ Managed a project allocating Travelcard revenue allocation based on a rolling survey of passenger trips.
- ➔ Advised ATOC and individual TOC clients on methodology changes and updates to reflect changing services and/or data and models.
- ➔ Assessed statistical confidence of the resulting revenue allocation
- ➔ Managed a portfolio of related projects assessing impact on revenue allocation of service changes forcing passengers to change travel habits (e.g. engineering blockades for major projects)
- ➔ Provided training on Travelcard revenue allocation methodology to clients via presentations and seminars.
- ➔ Advised on or managed a number of other projects related to ORCATS-based revenue allocation.
- ➔ Built and maintained strong client relationships based on trust and quality of output.



2006 - 2014 NETWORK RAIL

Manjari joined Network Rail as part of the Analysis & Forecasting Division. Example achievements and project experience are:

Investment Appraisal

- Led the technical team that provided the evidence base for securing major investment in London and the South East in Control Periods 4 and 5 (2009-2014, 2014-2019).
- Instrumental in securing funding for major schemes such as power supply upgrades for Kent and Sussex, and c. £200 million of enhancements in East Kent.
- Advised major projects, such as the Brighton Main Line Capacity Upgrade, on enhancing both the financial and socio-economic value for money of proposed schemes.
- Critically appraised third party produced business cases on behalf of DfT.
- Appraised a large portfolio of enhancement schemes funded by the Network Rail Discretionary Fund (NRDF) and the Outperformance Fund.
- Worked with a wide range of models and rail data sources including MOIRA, Lennon, Green Book PiXC counts, pedestrian flow data, passenger load weighing data and performance data to assess impacts of service changes on demand, revenue, crowding of services and service quality.
- Delivered training in investment planning and business case development to other teams within Network Rail.

Long Term Planning

- Instrumental in developing long term investment strategies for London, Kent and Sussex
- Provided evidence base for capacity requirements for services into London, and across the South East region.
- Set out long term goals for service provision in London and the South East in the London & South East Passenger Market Study
- Engaged with stakeholders including the Department for Transport, Transport for London, train operators, airports and local government, leading cross-industry working groups and managing conflicting stakeholder aspirations
- Advised DfT and local government on new station proposals and their fit with strategic plans for routes.
- Advised local government on integrated planning and designing proposals to achieve best possible value for money, thereby enhancing likelihood of securing both industry support and funding.

Demand Forecasting

- Commissioned and managed the production of long-term demand forecasts for peak services to London. These were published in the London and South East Route Utilisation strategy and further adapted for the L&SE Market Study.
- Produced bespoke short- and long-term forecasts for a number of routes including Kent, Sussex and Anglia.
- Assessed the impact of airport expansion on railway demand and capacity availability at peak times to inform the Davies Commission. Advised Gatwick Airport Limited and their consultants on behalf of Network Rail.
- Advised third parties on bespoke demand forecasts produced for new services or stations.