



Cohort 4



What do we offer?

A 10 week accelerator programme for applicants from anywhere around the world. The programme consists of onboarding workshops, 121s with senior stakeholder, mentoring, networking opportunities with executives and access to a wide range of resources and knowledge from across the transport sector. Most importantly we will collaborate with you to test the feasibility of your innovation within National Express, with a dedicated business sponsor helping you and your team to prove the MVP. At the end of or during 10 weeks period (depending upon the nature of your product and MVP) you will showcase your product to the National Express leadership team, with the goal of securing a contract of work so you can scale inside National Express. We are looking for companies that want transform the 300 million journeys taking place annually on our local bus and intercity coach networks within the UK. Scaling your innovation across the National Express Group is the ambition - a global business carrying over one billion passengers annually through our bus, coach and contracted services based in North America, Ireland, United Kingdom, Spain, Morocco and Bahrain.

NXIS Framework

- ☐ 10 week cohort
- ☐ Virtual, fully remote
- ☐ Adherence to NXSecurity Policy
- ☐ Organic search focused on start-up and scale-ups
- ☐ Strategic themes and Wildcard applications

Key Themes

Safety	<ul style="list-style-type: none"> How do we lead the industry in safety by continually driving down harm by investing in people, training, and technology?
Reliability	<ul style="list-style-type: none"> How we deliver our services on a day to day basis to delight our customers How do we increase the levels of punctuality, and driving down cancelled services and lost miles How do we provide industry leading disruption management tools
Environmental leadership	<ul style="list-style-type: none"> How do we lead the transition to zero emission vehicles
Customer Satisfaction	<ul style="list-style-type: none"> How do we attain the best in class customer satisfaction index How do we develop, build and sustain deep and loyal customer and stakeholder relationships
Employer of choice	<ul style="list-style-type: none"> How do we embed a high performance culture that attracts and retains the best people
Workforce planning and development	<ul style="list-style-type: none"> How do we manage and develop our people to deliver excellence
Sustainable value creation	<ul style="list-style-type: none"> How do we generate sustainable profits and cash flows, and create the right balance between reinvestment for growth and creation for our shareholders
Network offering and pricing	<ul style="list-style-type: none"> How do we deliver and adapt our networks and routes to be efficient and tailored to customer needs
Vehicle and Asset management	<ul style="list-style-type: none"> How do we manage and plan our fleet and assets to deliver a reliable, safe service efficiently
Working with Partners	<ul style="list-style-type: none"> How do we work with third parties in the transport ecosystem to deliver best possible services
Sales	<ul style="list-style-type: none"> How do we optimise sales and wins in our chosen markets
Wildcard	<ul style="list-style-type: none"> We also welcome innovations that do not fall in any of the above themes but has potential to benefit the business

Types of Organisations

- Start-up and scale-up organisations are invited
- Organisations should have a finished product that can be demonstrated to us during the MVP trial
- Organisations should be able to demonstrate a value add to National Express
- There is no geographic limitation as long as the organisations are able to cater and make themselves available during normal UK business hours

Next Steps & Timeline

