

Rail Forum  
East Midlands



[www.midlandsrail.co.uk](http://www.midlandsrail.co.uk)

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## RAIL FORUM EAST MIDLANDS STRATEGY 2017 – 2019

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*“The Rail Forum brings together Midlands’ rail businesses with national and regional government: Together we grow exports, encourage innovation and create skilled employees.”*

## RAIL FORUM EAST MIDLANDS STRATEGY

### SHARE INFORMATION & KNOWLEDGE

### PROMOTE AND SHOWCASE THE CAPABILITIES OF MEMBERS

### PROVIDE A STRONG COLLECTIVE VOICE

### FACILITATE LOCAL DELIVERY OF NATIONAL & REGIONAL STRATEGY

## Share information & knowledge:

*“We will provide our members with easy access to relevant information that puts them in a better position to win business.”*

RFEM will:

- Be a timely, relevant, reliable and accurate source of information for relevant national and international, regulatory, legislative and political developments, as well as statements on policy from key stakeholders;
- Provide networking opportunities for members to meet, share ideas and develop collaborative relationships;
- Develop a broad understanding of members' capabilities to enable us to connect organisations for mutual business benefit;
- Maintain and share up-to-date information on regional and, where appropriate, national research activities related to rail;
- Share information on relevant industry and trade events that may benefit members;
- Raise awareness of supply chain strengths, development needs and collaboration between clients / OEMs across all levels of the supply chain.

## Promote & showcase the capabilities of members:

*“We will ensure potential clients and key stakeholders understand the comprehensive capability and potential of our members' rail related 'offer'.”*

RFEM will:

- Provide opportunities for members to meet clients and potential clients in ways that allow them to 'sell themselves' and have maximum impact;
- Ensure local, national and relevant international government agencies and representatives are well informed about the collective capability of members;
- Forge strong relationships with key clients and customers including OEMs, Network Rail, HS2, TfL, Train and Freight Operating Companies amongst others;
- Support the work of the East Midlands HS2 Strategic Board acting as a 'critical friend' on relevant policy and strategy development.

## Provide a strong collective voice:

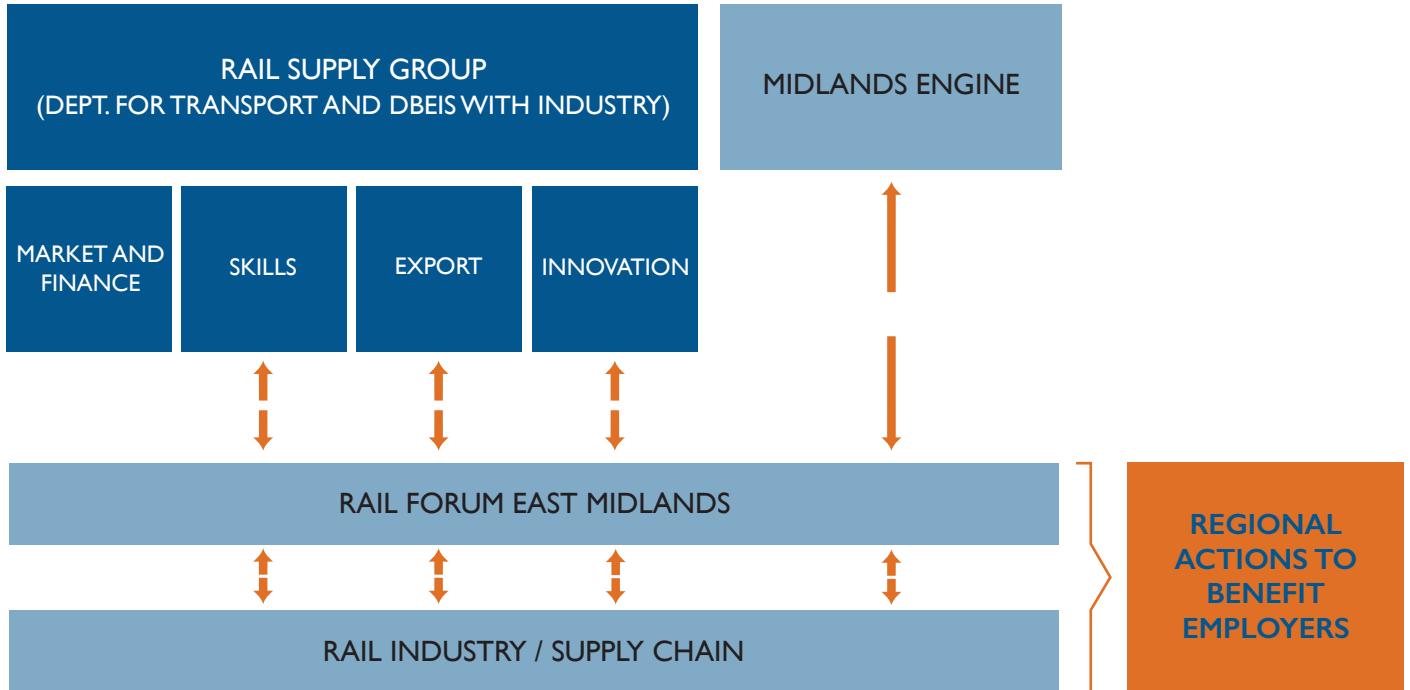
*“We will ensure our members' views, on issues that directly impact their businesses, are heard by local and national governments and policy makers.”*

RFEM will:

- Represent the interests of members, both in the region and nationally, on industry and sector issues;
- Facilitate contact for members with key industry decision and policy makers including MPs, councilors etc;
- Help to communicate members' needs to appropriate national and regional bodies so that benefits can be delivered to the rail sector in the region. This includes commercial, training, support and other business skills;
- Forge strong relationships with key stakeholder groups:
  - Rail Delivery Group and Rail Supply Group
  - East Midlands Councils and Chamber
  - Local Enterprise Partnerships (LEPs)
  - Midlands Connect and Midlands Engine
- Ensure rail is fully embraced as part of the Midlands Engine and LEP transport technologies strategies;

# Facilitate local delivery of national & regional strategy (Rail Supply Group & Midlands Engine):

This aspect of our strategy has three key subcategories:



## Investing in people & skills:

*“We will ensure members have access to a talent pool that will enable them to develop a sustainable, capable workforce.”*

RFEM will:

- Support and contribute to national activities that improve the diversity of the rail workforce and strengthen the rail industry 'brand image' as a career of choice for both young people and career changers;
- Co-ordinate, where appropriate, regional activity on industry promotion working with key stakeholders such as Young Rail Professionals, Women in Rail, local LEPs and major industry players e.g. HS2 and Network Rail;
- Drive the development of the region's training and education network thereby supporting the implementation of the Rail Sector Skills Delivery Plan and HS2 regional growth strategies;
- Encourage the uptake of apprenticeships at all levels within SMEs;
- Identify examples of good practice / case studies and share these with members.

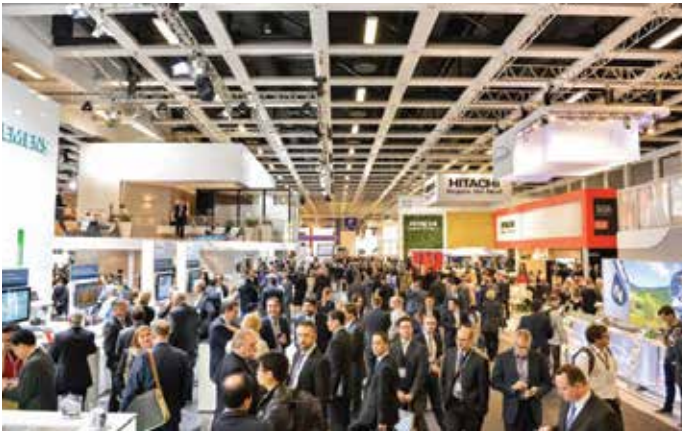


# Growing exports & inward investment:

*“We will ensure our members are best placed to take advantage of the global marketplace.”*

RFEM will:

- Develop and maintain good relationships with key buyers in OEMs to facilitate ‘meet the buyer’ events both in the UK and overseas (directly and through the Department for International Trade);
- Develop and maintain a strong relationship with the Department for International Trade;
- Keep abreast of key overseas opportunities and publicise these within the RFEM member network;
- Consider a ‘Midlands Rail’ themed presence at key overseas exhibitions: InnoTrans, and potentially others in the Middle East and Asia (or key DIT markets).



# Accelerating innovation:

*“We will work with our members to advise and inform on the development of innovation strategies that can be tailored to meet the needs of specific business models.”*

RFEM will:

- Determine what Innovation systems and processes are in place with members today;
- Share best practice; providing advice and guidance that enable members to determine an approach that is best for their specific business needs;
- Deliver training workshops and seminars that inform members on how to access innovation funding and resources that can support the development of business services in response to market opportunities;
- Work with members to gain an understanding of the industry drivers that will enable suppliers to plan, position and develop services and products for emerging opportunities.

