

RVE Meet the Buyer 2020 Buyer Overview

Issue 3: 25th August 2020 (additional requirements for SBB Rolling Stock procurement added)

Issue 2: 18th August 2020 (4 new buyers added and requirements for SBB & Stadler added)

	<p>NEW Alstom France <i>Details to follow</i></p> <p>https://www.alstom.com/company</p>
	<p>Angel Trains is one of Britain's leading train leasing companies and has been an owner and lessor of rolling stock since 1994. The company leases to 18 franchised operators and two open access operators in the UK.</p> <p>https://www.angeltrains.co.uk</p>
	<p>Bombardier is a leading solution provider to the UK rail sector. We are the only company able to design, build, test and service trains in the UK for domestic and export markets. Our main production site is the iconic Derby Litchurch Lane factory, the largest rolling stock factory in the UK with 6 lines currently producing AVENTRA trains for the UK, and a seventh line due next year for the Cairo Monorail export project. We are also bidding in a joint venture to supply the rolling stock for HS2. We service trains for our customers from 18 sites across the country, and we have a signalling design and manufacturing site in Plymouth. We are keen to engage with suppliers able to supply us on a global scale either on their own or in collaboration.</p> <p>https://www.bombardier.com/en/transportation.html</p>

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	<p>Since CAF was founded, it has been noted for its versatility, flexibility and for its capacity to constantly adapt to the requirements of each and every customer, in all areas. We are a multinational group with over 100 years of experience in the supply of comprehensive transit solutions positioned at the forefront of technology for high value added sustainable mobility. The company is a leader of the railway industry offering one of the most comprehensive and flexible arrays of products in railway related markets, such as rolling stock, components, infrastructure, signalling and services (maintenance, refurbishing and financial services).</p> <p>CAF offers an extensive range of products covering all types of rolling stock and rail components:</p> <ul style="list-style-type: none"> • High speed trains • Regional and commuter trains (diesel and electric) • Metros • Trams and LRVs • Locomotives • Axles and components <p><u>https://www.caf.net/en/compania/index.php</u></p>
	<p>Chrysalis Rail is a UK-based rolling stock service supplier, committed to delivering competitive and outstanding quality solutions to the rail industry.</p> <p>We specialise in train refurbishment, vehicle enhancement, modification and heavy maintenance projects designed to transform and enhance passenger rolling stock.</p> <p><u>http://chrysalisrail.com</u></p>

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	<p>Eversholt Rail owns UK passenger and freight rolling stock and has more than 25 years' experience in the rail industry. Our passenger fleet portfolio comprises over 3,500 vehicles, of which over 3,000 are electrically-powered, together with 83 freight locomotives.</p> <p>Eversholt Rail has invested more than £3bn in new trains since privatisation and continually invests in existing fleets to maintain quality and reliability to deliver a better passenger experience. Eversholt Rail has a proud history of innovation and plays an integral role in the growth and modernisation of the UK rail sector by introducing new products and technologies into the market.</p> <p>https://eversholtrail.co.uk</p>
	<p>NEW</p> <p>At Gemini Rail Group we combine the experience and expertise of industry leading companies into one innovative and dynamic team- focused on driving technological improvements and high quality solutions to meet the demands of our customers in the rail industry. Gemini Rail Group is at the forefront of developing products and solutions that will have a positive impact and enable a more sustainable railway. GemEco is leading the way to develop new and hybrid technologies on existing rolling stock, and will put Gemini on the map as the leading company for existing rail vehicle hybrid conversions.</p> <p>The Gemini procurement team are eager to engage with potential partners in support of our GemEco strategy. We are interested to meet innovators in decarbonation technology, hybridisation and weight reduction. We are also keen to explore modern solutions to air quality, HVAC, seat reservation and PIS.</p> <p>www.geminirailgroup.co.uk</p>

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	<p>Hitachi Rail is a fully integrated, global provider of rail solutions across rolling stock, signalling, service & maintenance, digital technology and turnkey solutions. With a presence in 38 countries across three continents and over 12,000 employees, our mission is to contribute to society through the continuous development of superior rail transport solutions.</p> <p>We are proud of our global achievements, from our world famous 'bullet trains', to our signalling solutions and turnkey projects, state-of-the-art traffic management and digital solutions. Drawing on the wider Hitachi Group's market-leading technology and research-and-development capabilities, we strive for industry leading innovations and solutions that can deliver value for customers and sustainable railway systems that benefit wider society.</p> <p>http://hitachirail-eu.com</p>
	<p>NEW</p> <p>Nottingham Tram Limited operate the Nottingham Tram system in it's entirety. This includes rollingstock, infrastructure and power. We are interested in infrastructure and power remote diagnosis capability and provision of power/OLE spares provision.</p> <p>https://www.thetram.net/about.aspx</p>
	<p>Porterbrook has been at the heart of Britain's railway for over 25 years.</p> <p>We currently have almost 4,000 vehicles on lease or on order and we own almost a third of the national passenger fleet. Every day our trains safely travel over a million miles, enabling 1.5m passenger journeys.</p> <p>Since privatisation, we have invested £3bn in new passenger and freight vehicles, and we are looking to invest a further £1bn in UK rail over the coming years. At the same time we spend £3m every week with the UK rolling stock supply chain, which supports almost 7,000 jobs.</p> <p>Innovation is at the heart of Porterbrook's whole life asset management approach. In collaboration with our customers and supply chain partners, we are constantly exploring how new technologies can meet the needs of rail users, both today and tomorrow.</p> <p>https://www.porterbrook.co.uk</p>

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 Pullman Rail	<p>NEW</p> <p>Based in Cardiff at our mainline connected workshops, Pullman Rail specialise in the overhaul and refurbishment of Traction and Rolling Stock for TOCs, FOCs and ROSCOs, through to specialised upgrades, overhaul, refurbishment and maintenance of all passenger and freight vehicles currently used on the UK's railways. We offer RISAS approved "Best in class" Bogie and Wheelset Overhaul.</p> <p>We would be looking for suppliers who can support all aspects of T&RS overhaul including but not limited bogie and wheelset materials and parts, C4 and C6 materials and parts. We wouldn't want to see any agency or recruitment suppliers as we don't employ agency staff at Pullman.</p>
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	<p>We transport over 1,32 million passengers and 200 000 tonnes of freight to their destination every day. But we are so much more than just the railway: 32,500 dedicated employees make us the backbone of public transport and work with us to realise our vision for the mobility of the future.</p> <p>NEW</p> <p>Innovation Manager requirements:</p> <ul style="list-style-type: none"> • Increasing Punctuality: Considering as well as improving interdependencies and impacts of input factors – this from an international viewpoint. • Planning of construction sites: dependencies of construction sites and operations. How to solve the optimisation problem? • Increasing demand and increasing maintenance working schedule: How to handle? • How will the Corona-Crisis impact the mobility sector while focusing on rail? <p>From the digitisation/innovation point of view, in particular:</p> <ul style="list-style-type: none"> • How can digitization help to solve the top 3 outlined topics above? • What is key that could improve and accelerate the take up of new innovations? • Smart maintenance: Using data of rolling stock and infrastructure to optimize maintenance work/ planning. <p>From the rail solutions point of view, i.e. solutions that can help improve overall process efficiency:</p> <ul style="list-style-type: none"> • What start-ups are promising to work with in digitisation/ innovation projects. • How can rails companies evolve into more profit-oriented/ efficient organizations? What are solutions to successfully transform into such organizations? • The cost for actual maintenance work outweighs the cost of respective planning: what are solutions to actually decrease the cost of the actual maintenance work? <p>NEW</p> <p>Rolling Stock procurement Manager requirements:</p> <ul style="list-style-type: none"> • Displays • Batteries • Sanitary systems for rail vehicles (the complete cabin) • Entry systems <p>https://www.sbb.ch/en/home.html https://reporting.sbb.ch/en/rolling-stock?years=0,1,4,5,6,7&scroll=71 (Facts and Figures) https://company.sbb.ch/en/the-company/profile/strategy.html (please see Challenges section)</p>
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SIEMENS

Powerful, reliable and environmentally friendly transportation systems are essential for a functioning society and economy, and rail traffic is an important part of this picture. Simply getting quickly and efficiently from A to B is already taken for granted. Passengers expect more, and cities, operators and industry must respond to meet these demands. As a single source supplier and system integrator, Siemens bundles the necessary expertise to meet these passenger requirements with innovations, and to allow transportation system providers to optimally deploy infrastructure and vehicles.

The comprehensive portfolio from Siemens includes vehicles, infrastructure and automation solutions for everything from trams, light rail and metro services to commuter and regional trains as well as long distance trains on high-speed lines.

<https://www.mobility.siemens.com/uk/en.html>

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<p>STADLER</p>	<p>Stadler builds trains which are tailored to meet the needs of customers. Our trains are reliable and safe, with optimum comfort for the passengers' travels. We are constantly improving the performance and efficiency of our trains using state-of-the-art technologies. Our partners can count on a skilled workforce committed to providing maximum precision and first-class service every day. These Swiss values have shaped and fostered our outstanding reputation. We put reliability, flexibility and innovation into practice – and have done so since 1942.</p> <p>NEW</p> <p>Product categories:</p> <ul style="list-style-type: none"> - Engine/Traction pack (Converter&Transformator) - Coupling/Coupler - Cables - Doors - Brakes - Windows - Innovation <p>Criteria:</p> <ul style="list-style-type: none"> - On-time delivery and loyalty - Cost - Competitive solutions - Quality - Sustainability - Well-working relationship - Well-working logistics - Technology <p>https://www.stadlerrail.com/en/</p>
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	<p>With offices in the UK and Australia, Transport Design International Ltd (TDI) is a world-leading industrial design and engineering consultancy. Founded in 1987, and privately owned, the company specialises in developing bespoke solutions for road, rail and marine-based transport applications. Working with strategic partners, TDI is also able to design and supply individual products, systems and even complete vehicles.</p> <p>In addition to providing design and consultancy services, TDI is proud to be a lead partner in the pro-active development and promotion of advanced, sustainable, urban transit solutions such as the Minitram System, Revolution VLR (very light rail) and Vectus PRT (personal rapid transit).</p> <p><u>https://www.tdi.uk.com/EN/</u></p>
	<p>We run most of London's public transport services, including the London Underground, London Buses, the Docklands Light Railway, London Overground, TfL Rail, London Trams, London River Services, London Dial-a-Ride, Victoria Coach Station, Standard Cycles and the Emirates Air Line. The quality and accessibility of these services is fundamental to Londoner's quality of life. By improving and expanding public transport, we can make people's lives easier and increase the appeal of sustainable travel over private car use.</p> <p>TfL – Suppliers / Contractors portal <u>https://tfl.gov.uk/info-for/suppliers-and-contractors/</u></p> <p>How TfL work: <u>https://tfl.gov.uk/corporate/about-tfl/how-we-work/our-role</u> Check out the Mayor's Transport Strategy: <u>https://tfl.gov.uk/corporate/about-tfl/the-mayors-transport-strategy?intcmp=2691</u> <u>https://tfl.gov.uk</u></p>

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TVS Supply Chain Solutions is a global organisation that provides end to end supply chain management services across multiple sectors including Rail, Automotive, Utilities, Defence and Beverage. We address supply chain challenges for international organisations, government departments, large and medium sized businesses and trade on an ability to reduce our clients operating costs and improve their performance through efficient solutions. Our key areas of focus are cost reduction, efficiency gains and service improvement.

For meet the buyer direction, we will be working on the following categories over the next 9 months so this will be our focus.

3rd Rail, Conductor Rail & Spares	Oils, Greases & Lubricants
Abrasives & Cutting Discs	Overhead Line Equipment
Barriers	Paint Finishes & Treatments
Batteries	Points Heating
Cable Ties & Markers	Power and Distribution
Cables & Wire	Railways Spares
CCTV & Associated Items	Ropes, Chains & Lifting
Concrete Products	Safety & Protective Equipment
Consumables	Security & Storage
Electronics	Signs & Labels
Fasteners	Telecoms
Fencing	Test & Measurement
General Chemicals	Tools
GRP & Foam Access	Track Drainage
Janitorial	Track Profile Gauges
LED Signalling Products	Train Detector Systems
Lighting	Warning Systems
OEM & Manufacturing	Welding Consumables

<https://www.tvsscs.com>

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	<p>Unipart Rail addresses the challenges of the rail industry across the asset lifecycle by working collaboratively with our partners to deliver technology and supply chain solutions that improve performance, reduce risk and optimise cost.</p> <p>We're part of <u>Unipart Group</u>, a global business that brings together manufacturing, logistics and consultancy in a set of products and services that create imaginative solutions for its customers.</p> <p>We take a holistic approach to rail and work across infrastructure, signalling and rolling stock. We work with the full portfolio of rail customers including Operators, ROSCOs, Infrastructure Owners and Contractors.</p> <p>https://www.unipartrail.com</p>
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