



Buyer requirements: Department for International Trade Meet the Buyer
5th October 2017: Derby Velodrome, Pride Park, Derby DE24 8JB

The following document is designed to supply you with further information about what each buyer is looking for. Once you have read through the document, please register and submit your meeting requirements via this link: <https://www.surveymonkey.co.uk/r/RVEMTB17>



Siemens: Ingenuity for life

Siemens is a global technology giant active in over 200 countries. The Mobility division is focussed on responding to today's challenges in transportation and combines innovation with responsibility to deliver technologically advanced solutions ensuring journeys are punctual, comfortable and safe.

Siemens seek "platform" suppliers. In addition to UK Mainline Platforms (Desiro platform), Siemens are interested in sourcing suppliers for their new Mireo Platform which prioritises reduced operating costs, sustainability and safety. Siemens also seek suppliers for sleeper carriages as well as Vienna built Metro trains.

Supply Needs

- Interiors
- Welded parts suppliers
- Any other innovative and competitive supplier as per overview

Supplier Requirements

- Standards will vary on items of supply however the following will be required where appropriate:
 - EN15085 Welding Standard
 - DIN 6701 Adhesive Bonding of Railway Vehicles and Parts
 - EN54454 Fire Protection
 - Any other necessary railway standards as required
- Certification: ISO 9001, ISO 14001 & ISO 18001. IRIS (International Railway Industry Standard) may be required in some cases.

visit: www.mobility.siemens.com



Alstom: Designing fluidity

Alstom is a world leader in integrated transport systems and a promoter of sustainable mobility. Present in over 60 countries, Alstom provide reliable, competitive and responsible solutions.

Focussed on safe, reliable transport solutions that are adapted to the expectations of passengers, Alstom draws on its technological expertise and innovative capabilities. Its solutions cover a whole range of services, including urban transit, mainline travel, regional transport, mining networks and freight.

Alstom seek suppliers for potential future UK rolling stock projects including Jubilee Northern and Deep Tube upgrade programme. Alstom supports competitive suppliers with a view to its global supply panel.

Supply Needs

- Any innovative and competitive supplier as per overview

Supplier Requirements

- Standards will vary on items of supply however the following will be required where appropriate:
 - EN15085 for fabrications
 - EN45545 materials and awareness of fire/toxicity
 - Any other necessary railway standards as required
- Certification: ISO 9001 (essential), ISO 14001 & ISO 18001. IRIS (International Railway Industry Standard) may be required in some cases. TS16949 or AS9100 accepted.

visit: www.alstom.com

HITACHI

Inspire the Next

Hitachi: Inspire the next

Hitachi Rail Europe is a total railway system supplier offering rolling stock, traction equipment, signalling, traffic management systems, and maintenance depots. Its mission is to contribute to society through the continuous development of superior rail transport solutions.

The company values, drawn from parent company, Hitachi Limited (Japan) are: Wa (Harmony): to show respect; Makoto (Sincerity): act with integrity, maintain fairness in all our dealings; Kaitakusha – Seishin (Pioneering Spirit): lead with ambition.

Hitachi Rail Europe is already supporting UK suppliers into its operations in both Italy and Japan and will utilise this event to continue this activity.

Supply Needs

- Certification: ISO9001 is a mandatory requirement. IRIS Certification is beneficial for rolling stock parts but not mandatory. In-house supplier evaluation / due diligence is conducted for each supplier.

Supplier Requirements

- Rolling stock components and related services. Depot services.

visit: www.hitachirail-eu.com



MTR Tech (Sweden): Caring for life's journeys

MTR is growing in the Nordic region, operating the Stockholm Subway (since 2009), Stockholm Commuter trains (2016) and the long distance service MTR Express between Stockholm-Gothenburg (2015). MTR's goal is a world-class service through safe and punctual operation and excellent customer service.

MTR Tech is MTR Nordics rolling stock maintenance company, with a full scope responsibility for maintenance of 500 vehicles. MTR Tech offers regular maintenance, vehicle works (refurbishments etc) and component overhauls with a growth aspiration in all segments.

MTR Corporation (Hong Kong) is one of the world's leading railway operators, known for safety, reliability, customer service and cost efficiency.

Supply Needs

- Spare parts to rolling stock
- On board systems for wifi
- Systems for remote vehicle monitoring and condition based maintenance
- Refurbishment and rebranding of trains

Supplier Requirements

- Depending on service, minimum is following rail market standards and regulations.
- ISO 9001 and 14001 normally a requirement.

visit: www.mtrnordic.se



SBB CFF FFS

SBB (Switzerland): We shape the mobility of the future – simple, personal, connected

SBB, the Swiss Federal operator, offers the densest public transport network in the world, managing 522 multiple units and moving 1.25 million passengers per day. SBB2020 Strategy centres on six corporate targets of including increasing customer satisfaction and reliability as well as improving results.

SBB continue to rely on traditional strengths: safety, punctuality, quality and personal contact with the customer as well as delivering new initiatives such as environmental sustainable personal mobility and significant investments to unlock innovative capabilities.

SBB are seeking innovative and competitive suppliers for their modernisation projects (i.e. IC2020, ICN, etc.) and further maintenance activities.

Supply Needs

- Vehicle upgrade (seating, flooring, windows)
- Puffer and coupler (cargo and personal trains)
- Windshield wipers
- brake discs
- Service zones (business area, family zone)
- Steamer (Catering and kitchen facilities)
- Fire safety (active, passive); IC 2020 needs will be published 17th July 2017 on Simap (2-3 weeks published); full information on www.simap.ch ; process for new supplier starts on 17th July 2017; recommendation; interested suppliers subscribe directly on www.simap.ch)
- Door systems (external and internal doors); ; IC 2020 needs will be probably published in August 2017 on Simap (2-3 weeks published); full information on www.simap.ch ; process for new supplier starts probably published in August 2017; recommendation; interested suppliers subscribe directly on www.simap.ch)

Supplier Requirements

- Industry and production standards (EN, DIN etc.), where appropriate
- Certifications (e.g. ISO9001, ISO14000 etc.), where appropriate
- Railway certification
- Full acceptance of GTC Rcomp (<https://company.sbb.ch/en/sbb-as-business-partner/supply-chain-management/suppliers/gtc.html>)
- Required communication language with SBB is German (for technique and operative purchase).
- Subscription of the supplier under www.simap.ch (homepage from the Swiss government where all major projects are published).

visit: www.company.sbb.ch/en



Eurostar

Eurostar is the only high speed train that directly links the UK to France and Belgium via the Channel Tunnel. Operating 27 trains including 12 new e320, Eurostar prioritises safety, speed, comfort, and point-to-point service. Innovation is central to its position particularly around customer satisfaction: one of the first operating companies to introduce business lounges and a loyalty programme. Energy efficiency and sustainability has also been key.

Eurostar's Procurement mission is to deliver the best value possible to the Eurostar business via the purchase and supply of all goods and services, such as on-board services, corporate services and train parts.

The current projects include the introduction of the new class 374 and refurbished class 373 trains, the improvement of train systems reliability (HVAC, etc.).

Supply Needs

- Any innovative and competitive supplier as per overview

Supplier Requirements

- TSI Standards
- Certification: ISO 9001, ISO 14001

visit: www.eurostar.com

The demand is out there. You should be too.

The Department for International Trade (DIT) is the Government Department that helps UK based companies succeed in the global economy. We also help overseas companies bring their high-quality investment to the UK's dynamic economy, acknowledged as Europe's best place in which to succeed in global business.

great.gov.uk