

PARTNERSHIP PROPOSAL



**FINDING + PROMOTING
RAIL'S NEXT SUPPLIERS**

Start Up Rail is our programme to discover new start up & small suppliers across the UK.

We have identified from engagement with larger rail suppliers that there is a shortage of start up & digital companies throughout the UK ready to supply into the rail sector.

Our Start Up Rail programme offers regional events hosted in tech hubs to stimulate the development of rail-based start-up communities.

Companies wishing to support a one off Start Up Rail event at a location of their choice will reach new communities and encourage innovation into their supply chain.

OUR OFFER

Start Up Rail events are hosted away from traditional corporate environments to appeal to a fresh generation of companies.

The events are promoted through networks such as local tech communities, enterprise organisations & direct targeting of start ups through social channels & word-of-mouth.

Who comes to the events?

Start up & small companies are joined by attendees including:

- Train operators
- Infrastructure companies
- Manufacturers
- Large suppliers & consultancies
- Tech cluster agencies
- City region & public sector stakeholders

Promotion may be themed to appeal to the partner's particular challenges or local ambitions.

What's the return on investment?

- Get first access to new suppliers.
- Secure new suppliers before potential competitors.
- Save time & resources needed to create your own regional supply chain programme.
- Strengthens future bids.
- Realise the creativity of start ups.
- Demonstrate your company's commitment to local economies.
- Exposes your staff to new creative business cultures.
- Meet procurement targets.
- Use our network to seek out suppliers in novel new locations.
- Take part in a high-profile industry wide collaboration.
- Build resilient digital supply chains.

We are actively seeking supporters for our next series of events. Each event is produced exclusively “in partnership with” one named supporter.



Supporters may be particularly keen to resource an event in a location where they have an existing base & commitment to support regional growth.

HOW IT WORKS

Will I be the only partner? Partnership secures the delivery of a regional Start Up Rail event exclusively "in partnership with" the funding partner. In addition, all partners receive Corporate Membership of The Rail Innovation Group.

Will I be the exclusive partner? Yes, each event partner will be listed on our website. If partners are unable to provide full support for an event, The Rail Innovation Group may consider a joint partnership event, subject to discussion with interested partners.

Can we as partners invite stakeholders? Partners are welcome to invite their own stakeholders to events.



How many people will attend? What is the mixture of attendees? What guarantees are there on attendance? Optimum attendance is c.30-40 attendees (influenced by the size of the local tech community). Through our network we promote each event targeting local companies, public sector stakeholders & larger organisations. Previous events have been well attended with a diverse audience. The Rail Innovation Group will make best efforts to ensure a well attended, diverse event; however, attendance may be impacted by external factors on the day.

Which geographic locations are suitable for additional events? Can you produce international events? Locations are subject to discussion to support the partner's local ambitions; events in city centre locations, with good public transport access, attract the most interest. International events may be possible but would require additional time & resources to prepare.

Who finds the venue? The Rail Innovation Group locates suitable venues in each city centre location & undertakes all liaison with the venue. The Group will arrange for refreshments during the event.




What type of venues do you use? Can we host the event at our offices? We locate suitable venues with good access to public transport. Previous venues have included co-working spaces, galleries, business cooperatives & a dance studio. The Start Up Rail programme is designed to reach out & appeal to diverse suppliers - hosting events in corporate locations may not result in the optimum mix of attendees.

How do you discover new companies? That's our secret!

Contact: info@railinnovationgroup.com

Visit: railinnovationgroup.com

PARTNER FEEDBACK

 **Tim Goodwin** · 1st
Innovation Manager at Arriva Rail North (Northern)
2w · 🌐

Thanks for having me [Liam Henderson](#) - A very open and honest conversation and some great innovations on show from companies who traditionally wouldn't get a foot in the 'Railway door' ... More of this through 2020 please!

 **DLMDD**
152 followers
3w · 🌐

We've been exploring how sound can have a powerful impact on the future of travel - thanks to [The Rail Innovation Group](#) for pushing the conversation forward 🙌

 **TCW**
@TCW_01

Fantastic day [#networking](#), discussing [#innovation](#) & showcasing our [#TCW](#) [#technology](#) [@railinnovate](#) It's great to be surrounded by people who want to [#domore](#) [#havepassion](#) - perfect for a [#TechTuesday](#) [#railinnovate](#) sponsored by [#Hitachi](#)

“The Rail Innovation Group’s Start Up Rail programme will help to unleash the potential of UK tech communities to meet national challenges and promote global opportunities for even the newest UK businesses.”


UK Minister of Business and Industry

 **Opinsta** @OpinstaUK · Oct 16, 2019

We really enjoyed [@railinnovate](#) event! It was a great way to meet like-minded people in the rail industry and get those hard hitting questions answered.

Three weeks in and Tom's already doing a public solo pitch. 🙌

[#InnovateBristol](#) [#networking](#) [#railindustry](#) [#innovate](#)

 **Julianna Moats** · 1st
Railway Systems Engineer and Transport Planner at WSP in the UK
3w · 🌐

Get involved with Start Up Rail, either as a participant or a supporter, if you would like to help diversify the thought and innovation in the rail industry. Here's the next meet-up...

You Retweeted

 **LornaD** @LornaMcHitachi · Nov 5, 2019

So excited to be able to share with you all what I've been working on behind the scenes! [@HitachiRailEU](#) [@railinnovate](#)

This is set to be a fantastic event, Andrew and his team have pulled out all the stops to make this such a relevant conference for the Rail Industry!

 **Nadhim Zahawi** @nadhimzahawi · Jan 28

I was delighted to speak at the [@railinnovate](#) Start Up Rail launch last night. There are a huge number of exciting opportunities across the sector as we look ahead to [@InnoTrans](#) 2020


 **CACI Digital Solutions Group**
303 followers
1mo · Edited · 🌐

We had a great evening last night hosting [The Rail Innovation Group](#) monthly meeting at The Ned. Thank you to everyone who came along, we hope you enjoyed it as much as we did!

[#RADAR](#) [#digitalsolutions](#) [#railway](#) [#innovation](#)

“We made excellent contacts from the Start Up Rail event in Bristol, resulting in a live trial for AVR with a train operator.”

Emily Kent, Co-Founder,
One Big Circle

 **Craig Sapio** · 1st
Company Secretary & Deployment Workstream Lead at The Energy Innovation...
2w · 🌐

It was a pleasure to represent [EIC](#) at the [The Rail Innovation Group](#)'s "Start Up Rail" event in Liverpool yesterday.

It was great to learn more about [#innovation](#) in the [#rail](#) industry and to meet some brilliant innovators who were presenting fantastic solutions.

[#collaboratetoinnovate](#)

 **ORM** @ORMdigital · Dec 3, 2019

Thank you to both [@railinnovate](#) and the guests who attended last nights meet up to make it special. We heard some great insights from a range of people from different companies and had great discussion. [#rail](#) [#innovation](#) [#digital](#)

 **Calvium** @calvium · Nov 4, 2019

We're happy to join your [@railinnovate](#) community and are already having encouraging and productive conversations as a result. [#NavSta](#) [#station](#) [#wayfinding](#)

 **Movement Strategies** @movementstrat · Sep 10, 2019

Great discussions held at this evenings [@railinnovate](#) event. Thank you to everyone who attended.

