

# Product Acceptance in the Railway Industry

*Bringing Your Products To The UK Railway Market*

The complex structure of the UK railway market can be a perplexing place for new suppliers entering the market. Frazer-Nash provides comprehensive consultancy to suppliers seeking product approval for both rolling stock and infrastructure applications.

We cover all products regardless of application and complexity; from a bolt, to software routines to full systems, Frazer-Nash can support you in bringing it to the UK railway market.

## NAVIGATING THE MARKET

We support our clients in navigating the UK Railway market in order to identify the correct customers for your product. We have experience of the standards of all mainline and metro in the UK and understand the unique product acceptance processes of multiple clients across the industry including:

- ▶ Network Rail
- ▶ Train Operating Companies
- ▶ Freight Operating Companies
- ▶ Rolling Stock Leasing Companies
- ▶ Railway Delivery Group
- ▶ London Underground
- ▶ Local Operators
- ▶ Tier 1 Suppliers

## ACHIEVING CERTIFICATION

We can support you in a wide range of areas including:

- ▶ Define or validate user requirements
- ▶ Design
- ▶ Preparation of evidence with the designer for compliance with standards and legislation
- ▶ Common Safety Method (CSM) and Safety Cases (Generic & Specific Application)
- ▶ Integration, testing & monitoring of products
- ▶ Product trials

Achieving certification against the correct standards is vital in gaining product acceptance within the UK railway industry. We are experts on railway standards and support our clients in developing robust safety cases to achieve certification against them, including:

- ▶ Euronorm Standards
- ▶ British Standards

- ▶ Technical Standards for Interoperability
- ▶ Railway Group Standards
- ▶ Railway Industry Standards

## TECHNICAL MANAGEMENT CONSULTING

Our Technical Management Consultancy team are experts in supporting clients in getting their products into the marketplace with the right level investment. We offer independent and impartial support in areas including:

- ▶ Business case development & support
- ▶ Market research & competitor analysis
- ▶ Investment decision making
- ▶ Business transformation
- ▶ Cost-benefit analysis

## EXPERIENCE

Frazer-Nash and its staff have helped clients on product acceptance for many successful products including:

- ▶ Electrification equipment
- ▶ Electronic Interlockings
- ▶ Points operating equipment
- ▶ Control systems
- ▶ CBTC systems (including ATO, ATP & ATS)
- ▶ Digital twins
- ▶ Connect smart devices



For more information about Frazer-Nash please visit our website.

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

[www.fncaustralia.com.au](http://www.fncaustralia.com.au)

Offices throughout the UK and Australia

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