

PERES

Promoting European Rail Excellence outSide EU

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Co-funded by the COSME
programme of the
European Union



WHAT IS PERES:

PERES IS THE PROJECT THROUGH WHICH 5 EUROPEAN RAILWAY CLUSTERS OF ITALY (DITECFER), UNITED KINGDOM (THE RAIL ALLIANCE), FRANCE (I-TRANS), GERMANY (BTS) AND SOUTH-EASTERN EUROPE (BSN-RCSEE) ARE DEVELOPING A JOINT STRATEGY AND ROADMAP AND CONCRETE TOOLS AND SERVICES TO SUPPORT THEIR SMES OF THE RAIL SUPPLY CHAIN TO GO INTERNATIONAL BEYOND EU. THE SMES REPRESENTED BY THE PERES PROJECT ARE >500.

THE PROJECT RUNS FROM JANUARY 1ST, 2018 TO JUNE 30TH, 2019 AND IS CO-FUNDED BY THE COSME PROGRAM OF THE EUROPEAN UNION.

WHAT BENEFITS FOR OUR SMES:

OUR MEMBERS SMES WILL BENEFIT FROM A JOINT INTERNATIONALIZATION STRATEGY STARTING FROM THEIR WISHES AND CAPABILITIES (E.G. TECHNICAL, QUALITY STANDARDS, IPS, READINESS TO GO INTERNATIONAL) AND TAKING INTO ACCOUNT THE MOST ATTRACTIVE MARKETS WORLDWIDE ACCORDING TO RAILWAY INVESTMENTS AND MARKETS, TARIFFS, IP PROTECTION, TECHNICAL REQUIREMENTS, ETC.. THE STRATEGY IMPLEMENTATION WILL BE ACCOMPANIED BY TAILOR-MADE SERVICES HELPING SMES TO BE READY FOR THE TARGET MARKETS AND TO TAKE THE MOST FROM A CLUSTER-BASED GROUP PROMOTION. ON MEDIUM TERM, THE SUPPORT PROVIDED BY THE PERES PROJECT WILL BECOME A STABLE ACTION AND SERVICE DELIVERED BY A STABLE LEGAL ENTITY CREATED BY OUR CLUSTERS.

WHERE WE ARE NOW:

WE HAVE ANALYSED OUR SMES TECHNICAL COMPETENCES TO DEFINE STRENGTHS/WEAKNESSES AND SEGMENTS OF BUSINESS.

WE ARE COMPLETING THE INTERVIEWS TO OUR SMES TO DEFINE THE PERES TARGET MARKETS WE WILL ADDRESS AS "EUROPEAN RAIL VALUE CHAIN" AND THE BEST WAYS TO ACCESS THEM.

WHAT'S NEXT:

AFTER THE FIRST MEETINGS BETWEEN UK AND ITALY COMPANIES HERE AT RAIL LIVE 2018, WE WILL ORGANISE B2B AT INNOTRANS 2018 TO SUPPORT THE MUTUAL KNOWLEDGE BETWEEN ALL OUR MEMBERS FOLLOWING A "VALUE CHAIN APPROACH".

AFTER INNOTRANS WE WILL ORGANISE TRAININGS FOR OUR COMPANIES TO HELP THEM BE PREPARED FOR THE TARGET MARKETS.

AT BEGINNING 2019 WE WILL ORGANISE A PILOT-STUDY TRIP TO A TARGET MARKET IN ORDER TO TEST THE METHODOLOGY; SOME OF OUR SMES WILL ACCOMPANY US BOTH TO MAKE THE TEST AND TO PARTICIPATE TO B2B.

AT JUNE 2019 WE WILL FINALLY COMPLETE THE PERES JOINT INTERNATIONALIZATION STRATEGY TARGETED ON OUR SMES AND A PERES IMPLEMENTATION ROADMAP THAT WILL REPRESENT THE CONCRETE "FOREIGN MISSIONS AND ACTIONS AGENDA" TO REACH THE TARGET TO IMPROVE THE ACCESS IN GROUP OF OUR SMES IN MARKETS BEYOND EU.

A BIG CLOSING EVENT WILL BE ORGANISED WITH FURTHER B2B BETWEEN OUR MEMBERS.

THE PERES SMES FROM ITALY PARTICIPATING AT RAIL LIVE 2018



KEY WORDS OF OUR ACTIVITIES:

Mobile mixing plant for concrete production, Plant for concretes, cementitious mixtures, mortars, cold asphalt, Railway solutions, Railway mixers

CONTACTS AT RAIL LIVE 2018:

Mr Paolo Leonardo BIGLIERI

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KEY WORDS OF OUR ACTIVITIES:

Simulation, Simulators, Training, Interlocking, Drivers, Handlers, Maintainers, Engineering, CBT, WBT, Electrification, Substations, Harmonics analysis, Crowd dynamics, Big data

CONTACTS AT RAIL LIVE 2018:

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KEY WORDS OF OUR ACTIVITIES:

CAE, Simulation, Structural optimization of railway vehicles, Performance improvement of railway vehicles, Stress analysis and predictive maintenance, Computational fluid-dynamic

CONTACTS AT RAIL LIVE 2018:

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KEY WORDS OF OUR ACTIVITIES:

Design, Prototype, Engineering, Refrigeration, Air-conditioning, HVAC&R, Railways, Transport, Compressors, Piston Compressors

CONTACTS AT RAIL LIVE 2018:

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KEY WORDS OF OUR ACTIVITIES:

Railway Training Centre, Operators, Drivers, Handlers, Maintainers

CONTACTS AT RAIL LIVE 2018:

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KEY WORDS OF OUR ACTIVITIES:

Software, Train Operators, Maintenance Services, Railway operational processes, Information treatment

CONTACTS AT RAIL LIVE 2018:

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KEY WORDS OF OUR ACTIVITIES:

Radar-based safety systems, Automatic detection of obstacles at level crossings, Automatic detection of objects in high-risk zones

CONTACTS AT RAIL LIVE 2018:

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KEY WORDS OF OUR ACTIVITIES:

Power converters, Battery chargers, Signaling power supplies, Rectifiers, Infrastructure power converters, Trackside devices

CONTACTS AT RAIL LIVE 2018:

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