



**Rail Sector Deal  
SME Collaborative Challenge – Lightweighting  
(Electrical and Electronic Equipment)  
3 August 2020**

**Our Patrons**

**BOMBARDIER**



## Agenda

- Welcome and introduction to Zoom (Elaine Clark)
- Rail Sector Deal and the Midlands Pilots (Elaine Clark)
- Overview of the Challenge Process (Bob Hodgson)
- Round “table” company introductions - session 1  
*(30 seconds covering company activity and offerings - one introduction/company only (All))*
- Ideas and brainstorming (All)
- Round “table” company introductions – session 2  
*(30 seconds covering company activity and offerings - one introduction/company only (All))*
- Next steps and Summary (Elaine Clark)

## Process and Next Steps

	Key Dates
Launch event - done	21 July
Feedback from participating SMEs re potential areas of interest - received	24 July
<b>Follow up Zoom sessions on four individual categories</b>	27 July and 3 August
Initial collaborations identified – short written submission of project	28 August
Selection of initial projects for Dragons Den	11 Sept
Initial Dragons Den	w/c 21 Sept
Selection of initial projects to pursue	30 Sept
Ongoing project support / light touch review (RFM)	monthly
Clarifications, 'matchmaking'	ongoing
Process for selection of products for inclusion on Porterbrook Innovation Hub 2021	TBC

Second set of deadlines (similar process to above) for projects which take longer to evolve, i.e. a second round, with additional Dragon's Dens if further / longer term projects emerge

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## Ideas and Brainstorming

Value proposition, added value

Consider multi-functional components/systems

Doesn't have to be a single solution for all trains

Don't rule out working with competitors

- **Lightweight Electrical control panels**
- **Connectors**
- **Wiper systems**
- **Electrical Heating systems**
- **Can some systems become obsolete or micro-ed due to new innovations or alternative technology on the train or around the train.**

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## Next Steps??

Now for SMEs to decide if they want to get involved and if so how / who with

Speak to potential collaborative partners – RFM will help with intros if needed

Let us know if you plan to take an idea(s) forward - please keep us in the loop so we can support as appropriate

Let us know if there is specific support you may need?

- Funding Opportunities
- How to write a good submission
- Pitch Coaching for the Dragons Den event
- Access to generic technical information
- Rail standards

If we don't hear from you we will contact you to get an update

Contact us using [railsectordeal@midlandsrail.co.uk](mailto:railsectordeal@midlandsrail.co.uk) or normal email addresses