



**Rail Sector Deal
SME Collaborative Challenge – Lightweighting
(Interiors)
27th July 2020**

Our Patrons

BOMBARDIER



Agenda



- Welcome and introduction to Zoom (Cat Appleby)
- Rail Sector Deal and the Midlands Pilots (Elaine Clark)
- Introductions by Bombardier, Hitachi, Porterbrook and Siemens
- Overview of the Challenge process (Elaine Clark)
- 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/Clients)

Process and Next Steps

	Key Dates
Launch event - done	21 July
Feedback from participating SMEs re potential areas of interest - received	24 July
Follow up Zoom sessions on four individual categories	27 July and 4 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 - Interiors

Do think about 'total solutions'

Do think about individual components

- **Cantilever Seat Brackets**
- **Composite Seat Bases**
- **Composite flooring and light weight floor coverings**
- **Lightweight socket boxes**

.....then how can some of these be 'packaged' to provide a total solution?

Do think about components which are multi functional (roof panel with AC duct moulded into it?)

Can we remove some of the larger systems of today – can we use different materials?

Consider whole value proposition and added value e.g. how can we offset higher cost of composites or carbon fibre

Don't rule out working with competitors – can lead to share in bigger/new markets

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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 or normal email addresses