**SME Collaborative Challenge – Opportunities for Decarbonising Freight**

As part of the SME Collaborative Challenge process those wishing to submit ideas will need to complete the following document. Once completed please PDF and email to [railsectordeal@midlandsrail.co.uk](mailto:railsectordeal@midlandsrail.co.uk) by cob on 4th December for those that wish to be considered for the first round Dragons Den pitches.

All information will be treated in the strictest confidence and will only be shared with the clients which currently include, Tarmac, DB Cargo, GB Railfreight, VTG, Network Rail, ERMEWA and Freightliner.

The clients (listed above) will select those ideas they would like to invite to an online Dragons Den pitch with the first round of pitches being undertaken during January 2021. For those ideas that may take longer to evolve there will be further opportunities for submitting ideas for subsequent Dragons Den pitches as this is an ongoing process.

This is a SME Collaborative Challenge whereby SMEs working together should be able to have the opportunity to bid for new or larger contracts than they would otherwise.

The **“lead company”** is the company/contact we will liaise with regarding further arrangements or feedback although all the SMEs should be working in close collaboration. There is no limit to the number of SMEs that can work any specific challenge and SMEs can be involved in any number of challenges.

If you have any questions in respect to completing the following please contact Robert Hodgson on 07913 709744 or email robert@midlandsrail.co.uk

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| **Title of Project (max 10 words):** |
| **Which of the four areas would your project fit into (you can select as many as are relevant)**   1. **Data Management and Telematics** 2. **Locomotives & Wagons** 3. **Driver Management and Pathway Improvements** 4. **Terminal Management and Improvements** |
| **Project description (max 200 words):** |
| **Briefly describe the collaborative working arrangements and the overall goal for those working together on this project? (max 100 words):** |
| **If successful in being awarded a contract for this idea, what would be the approximate % of “UK added value” based on the project value or component selling price?** |
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| **Name of lead SME:** |
| **Address and Postcode:** |
| **Key contact name:** |
| **Key contact email:** |
| **Key contact mobile:** |
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| **What is your main part in the collaborative project? (max 50 words):** |
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| **Collaborative Partner 1:** |
| **Address and Postcode:** |
| **Are they an SME?** |
| **Contact name:** |
| **Contact email:** |
| **Contact mobile:** |
| **What is their main part in the collaborative project? (max 50 words):** |
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| **Collaborative Partner 2:** |
| **Address and postcode:** |
| **Are they an SME?** |
| **Contact name:** |
| **Contact email:** |
| **Contact mobile:** |
| **What is their main part in the collaborative project? (max 50 words):** |
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| **Collaborative Partner 3:** |
| **Address and postcode:** |
| **Are they an SME?** |
| **Contact name:** |
| **Contact email:** |
| **Contact mobile:** |
| **What is their main part in the collaborative project? (max 50 words):** |
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| **Is there any additional support or assistance you may require from the client(s), Rail Forum Midlands or the rail industry in general to successfully develop and implement your proposed idea/solution? (max 100 words):** |
| **Please include any additional information which you feel may help to support your idea being selected for the Dragons Den pitches (max 100 words and/or 3 ppt slides with images/graphics):** |