

2022-2023 Membership Options

Choosing a membership level
right for your organisation

Our 2022-2023 Patrons

ALSTOM

 **MTMS**
Managed Transport Maintenance Solutions

porterbrook 

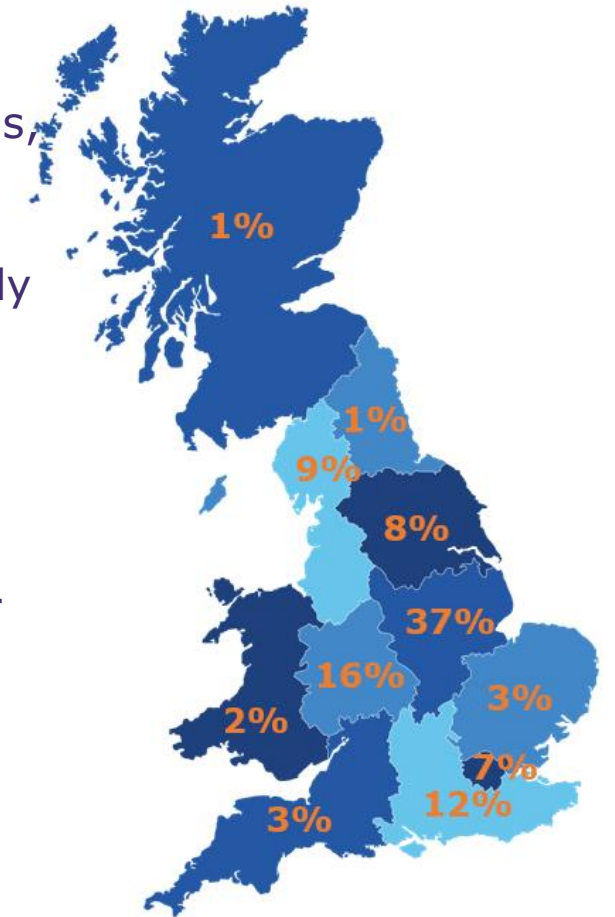
 **resonate**


SNC • LAVALIN

 **Wabtec**
CORPORATION

About Us: We are different

- National not-for-profit sector-based industry association, HQ in the midlands, with **360** members across the UK and operating across the entire industry
- Representative of our members, for our members: We engage constructively with government departments and stakeholders
- Supporting your business issues, our team delivers individual dedicated service to all our members
- We welcome all types of rail-related organisations and deliver real value for money
- Whilst our support is practical with a short/medium term focus, we consult and engage on longer term strategy with and for our members



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Our Chair and CEO



I am honoured to have taken up the role of Chair of the Rail Forum during 2022. Our industry is facing huge change as we welcome customers back following the pandemic and prepare for a new era under Great British Railways. Our members are our focus and we have ambitious plans that will see us continuing to develop the support and activities we offer to you as well as further deepening our relationships with key policymakers on your behalf.

Will Rogers, Chairman



Our vision is to be the most effective rail industry body adding real value to our members. We understand business and we work hard to understand the day-to-day challenges you face. The Rail Forum is a living breathing organisation that thrives through the active participation of all the organisations we work with. We are proud of a fee structure that is not turnover related and that demonstrates we care about all our members, regardless of their size.

Elaine Clark, CEO

Introducing the team



We are a small but high performing team of industry professionals bringing together our experience from the railway and beyond, to support our members.

Picture L-R:

Karen Jackson

Programme Delivery Executive

Ben Higgins

Engagement Manager – Rail Infrastructure

Elaine Clark

CEO

Robert Hodgson

Engagement Manager – Rolling Stock

Jemma Smalls

Communications, Policy & Public Affairs Manager

Not pictured

Cat Appleby

Membership Manager



Why join us?

There are many reasons to join the Rail Forum, but here are the top 5 according to our members:

1. To network
2. To raise your company profile across industry
3. To connect with local, regional and national stakeholders
4. To be informed and consulted with
5. To benefit from the support and industry knowledge of the team and fellow members

Active members ALWAYS gain more from their membership and it's so easy to do!

Mentoring Support

We are unable to provide mentoring services, but if you need some extra support we have a range of fellow members that will be able to help you as an independent commercial arrangement.

Rail Forum

To showcase our manufacturing capabilities to the diverse membership and the opportunity to access insight into the needs of the rail sector via networking. **Clive Hannaford, Clayton Equipment**



To attend more events. Only attended one virtual event (so far) the meet the buyer one and it was one of the best events I have done – both in person and on line! **Vicky Evans, Twinfix**

Influencing, having a presence and engaging with others across the Midlands/UK industry. **Andrew Went, Arup**



To grow the QSS brand and increase awareness of what QSS Group can offer and look at working with likeminded members and expanding our reach to other markets. **Russell Heward, The QSS Group**

This is to enable networking and bring Motherson into local and national view to help OEM's and others with New Build, Retrofit, Upgrade and ETCS wiring solutions. **Paul Cunningham, Motherson MSSL**



Networking, learning more about the rail industry and raising awareness with those in the industry about what we do and could provide. **Steve Barbour, Composite Braiding**

Why Upgrade?

Members and prospective members can consider upgrading their membership to either Silver or Gold level.

Upgrades take place in Quarter 1 (May – July 2022) of the new membership year to ensure members get full value for money on their new level.

Our flexible approach to membership levels means that members can change their membership up or down, on an annual basis, to suit changing business needs.

Planning a big product launch / major campaign or seeking additional strategic profile raising, then Silver or Gold could be just the ticket!

After several years as a Member, Tecforce could already see the benefit of being part of the Rail Forum. We upgraded to Silver off the strength of this, with Silver allowing us additional benefits that bolstered our own growth objectives as a company.

The quality and information provided during the events organised by the RF is exceptional, as well as presenting excellent networking opportunities.

Matt Hillier, Tecforce



TrainFX uplifted its membership to Silver in recognition of the opportunities and events regularly added to the calendar.

Rail Forum's response to the Coronavirus pandemic was second to none, providing members with invaluable and timely information in a rapidly evolving situation. The webinars and updates have helped (and continue to help) our business during these challenging times.

Jacqui Taylor, TrainFX



Why Account Manage?

We allocate an account manager to every single member – regardless of their company size or turnover.

This approach:

- adds real value to support individual members in their rail activity
- provides great PR opportunities
- helps increase member engagement and demonstrable return on investment from membership fees
- helps us to understand your USPs, capability and plans for growth as well as challenges and concerns
- and helps us to continually shape our services to ensure we meet your needs



Forum Buddy

For new members joining in 2022-2023, we are introducing a Buddy System.

Using intelligent pairing, we will connect you with a fellow member after your onboarding meeting with your Account Manager. This interaction will give you a member perspective about making the most of your membership with us and gets you started on your networking journey.

They will also be a friendly face at events. That's in addition to the friendly faces of the team, who you will soon get to know!



Range of Membership Options

Standard

- A great value-for-money all rounder package regardless of company size

Silver

- Ideal for those diversifying their portfolio or building market share with added promotional prestige!

Gold

- Perfect to amplify your brand and retain/build strategic visibility

Patron

- Industry focussed and by invitation only

Inclusive membership

We have **set fees** for each level, regardless of your company size, turnover or headcount.

We are **Not-for-Profit**, to allow us to focus on our members and our industry needs.

Videos

Watch our handy short videos explaining each of the membership levels

- **Standard**
- **Silver**
- **Gold**



Standard Membership

Our Membership offer provides four pillars of support: **Dedicated Support; Connecting; Communicating; and Representing.** Find out more about each of these in this section.

Dedicated support

- Onboarding process including new member planning meeting
- Allocated account manager for primary point of contact for strategy, queries, referrals (member to member, and member to non-member), support and maximizing membership
- At least one meeting per year and added opportunity to meet your Account Manager and the team at a range of industry events



Watch our standard video



Standard Membership

Connecting

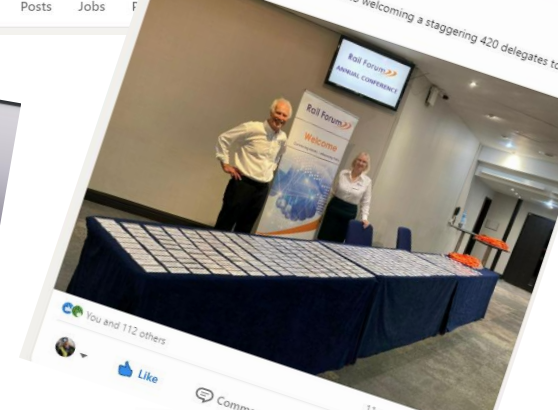
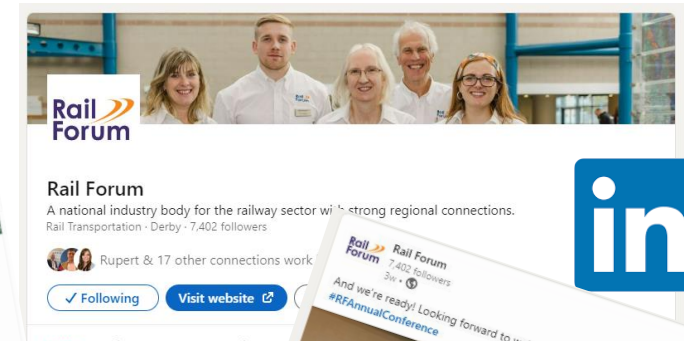
- Free attendance at our events (excludes social events), 1 place for in-person, and unlimited places for online events; pre-issued delegate lists and on the day facilitation support. Additional Annual Conference tickets available at 50% discount non-member rate
- Extensive and varied events programme
- Opportunity to speak, sponsor or host events on your premises
- Business growth support including funding, innovation, export, legal & commercial
- Participate with the Rail Forum in third party events and exhibitions such as IMechE and Railtex (charges apply)
- Exhibit at our Military is Good for Rail careers fair (charges apply)



Standard Membership

Communicating

- Twice weekly communications – unlimited recipients
 - Tuesday Newsletter
 - Thursday Events Mailing
- Quarterly updates
- Social media promotion of your news
- Hosting press releases on Members News
- Directory entry on our Members Directory
- Use of our logo on your website
- Unlimited access to our Website Members area filled with info, events, slides and reports plus our Members Noticeboard for offers and opportunities



Standard Membership

Representing

- Benefit from local, regional, national and Government engagement, including surveys, consultations and lobbying for member issues
- Board-led advisory groups focussed on Future Talent, Supply Chain and Policy
- Representation on the Rail Supply Group Council
- Participate in VIP tours, delegations and roundtable discussions (on invitation)
- Access to industry reports, our one-page summaries and consultation responses
- Benefit from our strategic partnerships including MakeUK and Rail Freight Group



**WILLIAMS – SHAPPS PLAN FOR RAIL
SUMMARY DOCUMENT FOR RFM MEMBERS - MAY 2021**

The Williams-Shapps Plan For Rail starts the long-anticipated restructuring of Britain's Railways, first muted with the Williams Review back in 2018. It proposes the creation of **Great British Railways (GBR)** which will subsume Network Rail, some Rail Delivery Group (RDG) activities and a significant amount of Department for Transport (DfT) activity. GBR will be the 'single guiding mind' for the industry; it will be responsible for maintaining and managing the network and will contract with the private sector to operate trains to a timetable and fare system that it sets.

Integrated Rail Plan (IRP) for the North and Midlands

What is it?
The long-awaited IRP sets out the Government's plans for future investment in the rail network across the North and Midlands, including the major strategic projects of HS2, Northern Powerhouse Rail (NPR) and the Midlands Rail Hub through to 2050.

General Response to the IRP
Response to the IRP has been very mixed; ranging from scathing to relatively positive. The purpose of this document isn't to comment on the specific choice of options made by Government in the Plan – that is for Midlands Connect and Transport for the North (TFN) – but to summarise the content and potential opportunities provided by the Plan for the supply chain together with providing some key observations that impact suppliers.

LIMITED
SPACES

Silver Membership*

Rail Forum

Silver includes **everything** from the Standard level **plus**

Dedicated Support

- Site visit from your Account Manager

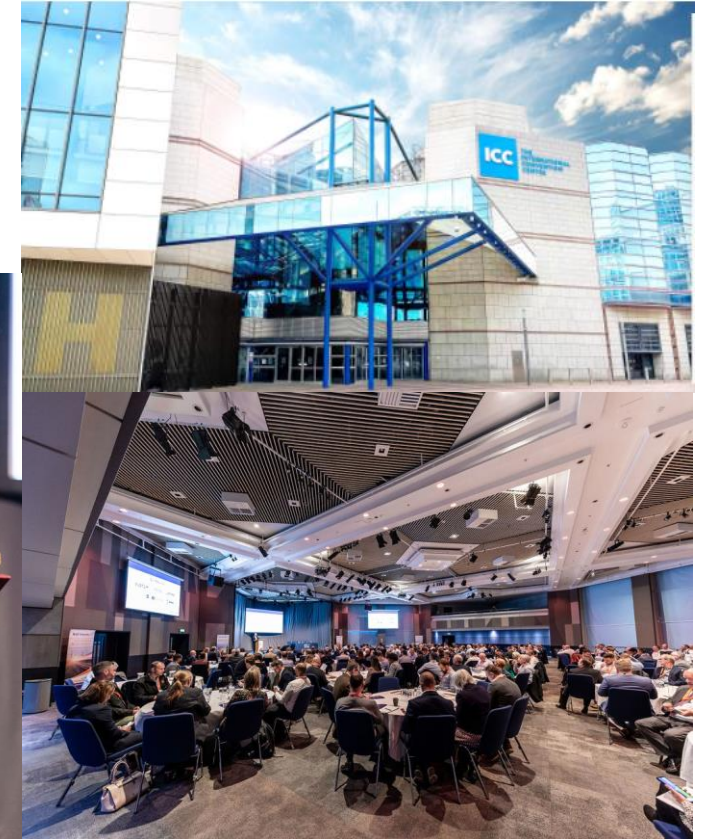
Connecting

- Accredited as sponsor at the **Annual Conference** with +1 extra delegate place (2 total) and brand-new exhibition opportunities in our new Conference Venue, the ICC Birmingham
- Additional place at our **Parliamentary Reception** (2 total)

Communicating

- Enhanced website directory entry with 400 words and image
- Quarterly update ¼ page feature

ICC
Birmingham



Watch our Silver video



*Upgrade opportunities are available for existing members only between April – July.

Silver Members

Here are our **2022-2023 Silver Members**



LIMITED
SPACES

Gold Membership*

Gold includes **everything** from the Silver and Standard level **plus:**

Dedicated Support

- Site visit from your Account Manager

Communicating

- Enhanced website directory entry with 500 words, two images, one video link and a pen portrait for your primary contact
- Quarterly update ½ page feature

Connecting

- Accredited as sponsor at the **Annual Conference** with +2 extra delegate places (3 total) and brand-new exhibition opportunities in our new Conference Venue, the ICC Birmingham
- Accredited as sponsor at the **Parliamentary Reception** with +2 extra delegate places at the Parliamentary Reception (3 total)
- Complementary exhibition space at our **Military is Good for Rail** careers fair (pre-registration required)

Watch our Gold Video



*Upgrade opportunities are available for existing members only between April – July.



Gold Members

Here are our **2022-2023 Gold Members**





































Talk to us

Contact our Membership Manager, **Cat Appleby**
cat@railforum.uk for an informal discussion.

[The Rail Forum is] A great way to learn about what is happening in the industry and to connect with potential customers. The events in particular allow you to network and meet people you'd otherwise struggle to engage with.

Emma Hockley, MD Big Bear Plastics



I thought it was a great event yesterday. A good balance of really interesting talks and plenty of time for networking. I thought the roll call worked well – really simple idea but we've got two leads out of it!

David Nettleton, Director, Cnecion  **Cnecion Ltd**

What our members say about us:

Professional Welcoming Collaborative
Essential Family Engaging Friendly
Responsive Knowledgeable Honest Fun Approachable
Accessible Informative Pro-active
Real Helpful Supportive Connected Effective Dedicated Active
Value for Money Bloody Marvellous! Personal Innovative Vibrant

Our 2022-2023 Patrons

