



2023-2024 Membership Options

**Flexible membership options
to suit your business**

**Our Esteemed
#RFPatrons**

ALSTOM



ATKINS
Member of the SNC-Lavalin Group



30 years of impact for our members

The Rail Forum is a **national** not-for-profit sector-based industry association with **over 360** members delivering for UK rail across rolling stock, infrastructure, freight, digital and professional services. Members also include passenger and freight operators.

Established in 1993 and now in our **30th year**, our membership offer continues to develop to meet the needs of our members in changing and sometimes challenging operating conditions. In doing so, we ensure we retain our core values of:

Member-focused – it's about you, not us

Excellent value-for-money

Clear pricing model based on membership level and not on company size or turnover

Inclusive membership

Practical events with short-to-medium term focus

Long-term strategy support



Membership Map

1 Our membership package

Our member offer centres on three key support areas:

- **Advocacy**
- **Communications**
- **Events**

Each is underpinned by our unique offering of **Account Management**. We'll tell you more about this later but it's through our Account Management that we can:

- Ensure we know your key issues and can respond to them quickly and appropriately
- Create and deliver events that meet your needs
- Communicate messages of interest to you, and promote your achievements and successes

Find out more on pages: 18, 19 & 21

"It has been a privilege to be involved in the development of the Rail Forum as an elected board member for the last 13 years. The Rail Forum has gone from strength to strength and has evolved promptly with the changing nature of our sector. I am especially proud of the genuine voice it provides to SMEs and the many events that bring SMEs together to share knowledge, experience and collaborate. It also provides a critical space where SMEs can have real and tangible exposure to the UK OEMs and beyond with its close links to DIT."

Dave Taylor
Managing Director
Datum Composites
Rail Forum
Board Member



2

Our Board

Our Board is fundamental for steering our strategic direction. Not only this, they actively support our activity and provide a depth to membership that is unrivalled – find out more on page: 6

3

Our Team

Our Team invests passion and energy to support our members and through this activity, allow the membership offer to shape naturally around member needs – find out more on page: 7

“

Having been a Board member for a number of years now, it is right that the function of the Board has evolved to reflect the leading role that the Rail Forum plays in our industry. Ensuring that the Board represents all aspects of the sector is imperative to provide the Rail Forum team with the strategic direction it requires to deliver for its members the excellent support that it does year on year.

”

Michelle Craven-Faulkner
Partner
Shoosmiths
Rail Forum Vice Chair





// I am especially proud to be Chair during our 30th anniversary year. I have been struck by the depth and breadth of our Forum; from the political reach to the individual focus and attention our team provides to our members. Alongside our continued advocacy for rail, we will be hosting several events and driving more new initiatives across the year; all of which align with our members' and industry's priorities. //

Will Rogers, Chair



// Now in our 30th year the Rail Forum continues to evolve to meet the needs of our members. Whilst much has changed over the years the current rail reform agenda means our work is more important than ever. Connecting members to each other and their future clients, keeping them informed and making the case for rail investment will continue to feature in our priorities and we will always put members at the heart of everything we do. //

Elaine Clark, CEO

Our Board is elected by, and representative of, our entire membership.

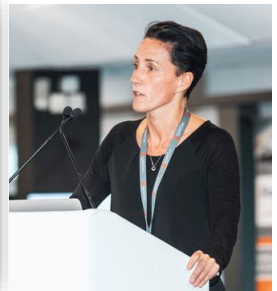
The Board is committed to the development of both the Rail Forum and the industry itself; it focuses on government policy, future industry developments and major strategic challenges.

Our Board reflects the broad range of members involved in the Rail Forum and we are delighted that all aspects of the membership is represented – this balance is critical:

- **Large, medium, small and micro companies**
- **Rolling stock, infrastructure, freight, professional services and operations**
- **Manufacturing, digital, design, engineering**

Our Board members regularly attend our events and come together in our special 'Meet the Board' events, giving members welcome opportunities to engage directly.

Every year, all members are invited to stand for Board elections. To find out more and how to get involved, please contact Elaine@railforum.uk



Introducing our team

Our expert team brings nearly 120 collective years of railway experience and special focus, that our members benefit from daily, from infrastructure, rolling stock, supply chain, skills, export and communications.

Pictured L:R

Robert Hodgson

Engagement Manager – Rolling Stock

Cat Appleby

Membership Manager

Elaine Clark

CEO

Will Rogers

Chair

Jemma Smalls

Communications, Policy and Public Affairs Manager

Ben Higgins

Engagement Manager – Rail Infrastructure

Karen Jackson

Events and Marketing Manager



Our members are rightly at the heart of everything we do, and it is a real privilege to be part of the team and working with all our members and stakeholders.

Ben Higgins



Reasons for joining the Rail Forum



The flexibility of our membership packages mean that your membership with us can really deliver impact. Understanding what you want to achieve from your membership is central to maximising value (and getting real return on your investment).

Why have others joined?

1. To build their network
2. To raise their company profile across industry
3. To connect with local, regional and national stakeholders
4. To be informed and consulted with, particularly as the industry continues to evolve
5. To benefit from the support and industry knowledge of the team and fellow members
6. To engage with customers, collaborators, suppliers and partners

"We joined the Rail Forum in the hope that it would grow our network and expand our knowledge of our area of the Rail market. The support that we have received since joining has been excellent and I am excited to attend future events and become more involved in this excellent network of individuals and companies."

Tom Borland, A.E. Petsche Co



"We liked the approach that the Rail Forum takes; engaging with members equally and providing a range of events that support interactions at all levels. We look forward to exploring our membership further this year." **Richard Garner, CAF**

"DAC were seeking a credible rail industry body for networking, industry news and business development. We joined the Rail Forum based on recommendations from rail sector peers. Since joining the Rail Forum DAC have participated in several events, including their annual conference and more recently a session with GBR. Always informative and engaging with great reach to all levels of the sector, public & private." **Ben Dade, DAC Ltd**



"As new members of the Rail Forum, we've already seen its enormous value by attending some of the networking and educational events, including the Annual Conference. Over the next year, we're looking forward to working even closer with the Rail Forum team to work collaboratively with other businesses in the rail industry." **Sam Uren, SLC Rail**

We welcome new members with existing rail related activity. For new-to-rail enquiries, we are interested in new members that are active in key development areas including:

- Decarbonisation
- Digitalisation
- Lightweighting
- Cost reduction/cost efficiencies
- and Innovation

Membership is limited to UK registered companies.

For an informal discussion, contact our Membership Manager, Cat Appleby:

cat@railforum.uk / 07792255040



Mentoring Support

We do not currently provide mentoring services. Instead, we have a range of fellow members that will be able to help you as an independent commercial arrangement. We are happy to make those introductions depending on your requirements.

Rail Forum

In addition to the excellent benefits your new membership level offers, we also promote upgrading members in our newsletter and on social media.



Why upgrade?

Upgrading can really benefit your business and tie in with your wider marketing and communications strategy.

It is ideal for members that are:

- Launching new products/services
- Celebrating a key year (like our 30th anniversary!),
- Need a platform to launch significant announcements
- Or simply want to increase your profile across the membership and industry.

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.

Find out more about our **Silver**, **Gold** and **Patron** Membership levels on page **23**, **25** and **27** but make sure you review the maximising your membership section on the next page!

"We upgraded to silver to benefit from higher brand exposure, extra free places at key events, and to give our overseas colleagues opportunities for networking at Rail Forum-organised supplier events."

Alan Hastings, Altro



ESG

"We upgraded to Gold membership to primarily increase our exposure. We have seized this opportunity, with several features in quarterly newsletters, increased event branding and additional places at networking events."

Nick Goodhand, DB ESG

"Our collaboration with the Rail Forum provides opportunities to improve the UK rail industry, benefitting all involved. Our decision to increase our patron membership support reflects our belief in this method of driving improvement and change."

Garry Mowbray, Wabtec



Choosing the right membership level



We have four different membership levels: standard, silver, gold and patron, each enhanced membership level builds on the fantastic, all-rounder standard level.

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

An exclusive level of membership for those companies that are keen to demonstrate their commitment and support to the wider industry.

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.

Whilst selecting the correct membership level is key – it's essential to ensure you are maximising your membership to fit with your goals for membership.



Did you know that our Standard Membership package could realise in excess of £5200 worth of return on invest!

How to maximise membership. It's actually very simple indeed.

- ✓ **Use your Account Manager** – stay in touch, share updates, ask questions, raise issues, request validated referrals, schedule a meeting.
- ✓ **Share your news** – email news content and press releases to our dedicated email: news@railforum.uk and tag your social media posts with  **@Rail Forum** and  **@railforum_uk**
- ✓ **Share your membership with others in your organisation** – it's organisation-wide after all! Do remember that whilst some of our activity might not be of direct interest to you there may be someone else in your organisation that would benefit from engaging with us on that subject!
- ✓ **Register and attend events of interest**, plus tell your account manager event topics, themes, speakers that you would like to see in the programme – why not nominate yourself to speak?

Account Manager engagement: How often and where?

- ✓ **Teams meetings are great:** they are quick & easy to schedule, focussed and support the industry's decarbonisation goals
- ✓ **Give us a bell** – not everything needs a meeting! Got a quick question, give us a call.
- ✓ **We can visit you** - where you have something to show off, we will try to visit your premises or a site.
- ✓ **You can visit us** – we have several meeting rooms in our Derby HQ and access to some great facilities in London.
- ✓ We will try to stay in touch with you **at least once a quarter** but account management is about relationship building and that is a two-way street. That means keeping us informed.
- ✓ If you want to chat – **get in touch** with your account manager or anyone in the team.
- ✓ Don't forget you can find us at all the main industry events, and on email **AND** social media!

"Rail Forum is the rail industry standard for networking, grasp it with both hands and let it give you what you put back into it!."

Chris Cooke, Rhodar Industrial Services Ltd

The next page delves a little deeper into our approach to Account Management and why.

How does Account Management deliver for members?

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

All of our team have account management responsibilities, and often work together to bring the right mix of skills and sector experience to member queries.

Why account manage?

Our approach to account management is the foundation of our membership offer and through this we can deliver value.

Account Management is focused on **building long-term, win-win relationships** with our members.

"The accountant management has been superb, given access in 2022 to Tan Dhesi for example. Great engagement with the account management team, they have provided good opportunities to meet and develop relationships with other members. More opportunities for leading stakeholders and ministers is the key, for which in part the Rail Forum unlocks this for us."



Mike Harmer,
Schaltbau



"[Account Management] is important to Eversholt Rail and we're extremely happy with all aspects of your engagement with us."

Tim Burleigh,
Eversholt Rail



"As a new member and relatively new to the railway it was great to be paired with an experienced leader with understanding of our site, business and challenges that are faced. To be able to have access for support when required, through a buddy or dedicated account manager will assist us throughout our transformational journey and beyond."



Alex George,
Northern Rail

How does Account Management deliver for members?

The outputs of effective Account Management are:

- ✓ Greater understanding of your capability, USPs and aspirations for membership
- ✓ And a clear understanding of your issues / concerns

From this we can:

- ✓ Develop events of interest
- ✓ Prioritise topics that are most important to you
- ✓ Promote you and your news across the membership and beyond
- ✓ Deliver 1:1 support where required
- ✓ Provide a point of contact
- ✓ Reflect and change our strategy to continue to meet your needs
- ✓ Help with referrals* (*a small number)
- ✓ Help you get return on investment from membership fees
- ✓ And it helps us to continually shape our services to ensure we meet your needs



Account Management allows us to:

Advocacy

- ✓ Raise industry concerns directly to Board and wider stakeholders
- ✓ Highlight member activity (successes / achievements) to key stakeholders to promote
- ✓ Involve members in high profile visits based on interest area and geography

Communications

- ✓ Promote your news via our newsletter
- ✓ Raise your company profile
- ✓ Make referrals to customers, collaborators and partners

Events

- ✓ Create and deliver events that continue to meet your needs
- ✓ Deliver topics of interest to you
- ✓ Secure speakers that you want to hear from

Find more information about our **Advocacy**, **Communications** and **Events** activities for our **Standard**, **Silver**, **Gold** and **Patron** membership levels in the next section.

Our Membership offer provides three support areas: **Advocacy**; **Communication**; and **Events**, each underpinned by our **Account Management** support.

As a sector-based industry association, **advocacy** has always been central to our activity. However, our approach to advocacy, like many of our offerings, is different: **collaborative**, **constructive** and **productive** for our members.

Benefit from:

- ✓ Local, regional, and national Government engagement, including surveys, consultations
- ✓ Lobbying activity to support your issues, both individual and industry-wide
- ✓ Representation on the  **Rail Supply Group Council**
Industry and Government in Partnership
- ✓ Participation in VIP tours, delegations and roundtable discussions (by invitation)
- ✓ Access to industry reports, our one-page summaries and consultation responses
- ✓ Our strategic partnerships across rail and beyond including



and



Communication is the 'exchange of information', and we work hard to ensure that exchange really does happen. For us, it's about reciprocity – us to you; you to us (and our members and stakeholders):

- Twice weekly communications – unlimited recipients
 - Tuesday Newsletter – our news, industry news and **your** news
 - Thursday Events Mailer – our events, industry events and **your** events
- Quarterly updates with more detail about our activities and members activities
- Social media promotion of your news [tag & follow us [in @Rail Forum](#) and [@railforum_uk](#)]
- Hosting your press releases on Members News
- Directory entry on our Members Directory, and we link to this as often as possible
- Use of our logo on your website, to demonstrate your industry based activity
- Unlimited access to our Website Members area filled with info, events, slides and reports plus our Members Noticeboard for offers and opportunities
- Engage with our collaborative Network Portal and extend into other sectors
- In addition, we also have our recent addition: Rail Forum Buddy



The Rail Forum Buddy



Introduced last year, we are pleased to continue our Rail Forum Buddy system for new members joining this membership year.

The Rail Forum Buddy system intelligently pairs new members with an existing member in an extension of the Rail Forum welcome. Get started on your networking journey, and find out how the existing member makes use of their membership.

"The Rail Forum Buddy Initiative has been very rewarding as going through the collaboration and marketing benefits with a new member always reminds me of the value. I have made new relationships that have led to working together through the Buddy Initiative and I would do it over and over again."

Jenny Dempsey,
Diamond Rail Services
#Buddy



"I found the Buddy system excellent, the person I was paired with was informative, knowledgeable and very helpful."

Adrian Handley,
Sabre Rail Services
#NewMember



For many members, this is a key part of membership, where the whole approach delivers: **expert speakers; extensive networking opportunities; pre-event info to help you plan; post event tours for extra understanding and roll calls to give you the opportunity to highlight your strengths in the topic!**

- 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 event tickets including the Annual Conference available at a discounted rate
- Extensive and varied events programme with quarterly dedicated events stream for rolling stock and infrastructure
- Opportunity to speak at, partner and host events as well as post-event tour/visit to your premises
- Roll Call to highlight your relevant activity or offering
- Business growth support including funding, innovation, export, legal & commercial
- Participate with the Rail Forum in third party events and exhibitions such as IMechE, Railtex and Rail Freight Group Xmas Luncheon (charges apply)
- Exhibit at our Military is Good for Rail careers fair (charges apply)



Events

"I thought it was a great insight into what is coming next for the rail industry, as well as an amazing opportunity to meet new people with the same passion for what we do."

#RFAnnualConference

"Brilliant to get the engagement across the rail freight world with passionate speakers. Thanks."

#RFFreight

"A highly engaging event, which provided the perfect networking environment, coupled with informative, interesting speakers".

Steve Beard, Semcon

Roll call

"It's nerve-racking but got to be done!"



#RFInfraCollab

"Brilliant initiative."

#RFFutureDepot

"It's an excellent idea, and gives you a brief understanding of who is in the room and what they do."

"The Role Call was very good. It gave the opportunity to present oneself to the whole audience to let them know who you are and what you do."

Site Visits

"Liked the site visit – always educational."

#RFFreight

"Very much enjoy the tours – a practical 'foil' to the strategic content of such events."

"Very useful tour to Taffs depot and good for networking as broke down some of the barriers and found conversations flowed easier."

#RFFutureDepot

Silver Membership is the first enhanced level from our all-encompassing Standard Offer. It includes **everything** from the Standard level **plus** the following high value extras:

Communication

- ✓ Increased website directory entry with 400 words and image
- ✓ Quarterly update ¼ page feature story

Events

- ✓ Accredited as sponsor at the Annual Conference with +1 extra delegate place (2 total) and profile-raising opportunities in our conference venue, the ICC Birmingham



"We upgraded to Silver membership to increase our exposure via the sponsorship of the annual conference and presence in the quarterly update circulation."

Chris Woodhams, Argenta



Our 2023-2024 Silver Members



Gold Membership combines the value of Silver and Standard but delivers even more value for money impact **with the following additions:**

Communication

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

Events

- ✓ Accredited as sponsor at the **Annual Conference** with +2 extra delegate places (3 total) and profile-raising opportunities in our Conference Venue, the ICC Birmingham
- ✓ Accredited as sponsor at the **Parliamentary Reception** with +1 extra delegate place at the Parliamentary Reception (2 total)
- ✓ Complementary exhibition space at our **Military is Good for Rail** careers fair (pre-registration required)



"The upgrade of our membership represents a strategic investment in the development of MacRail, to unlock greater potential for growth through expanded sponsorship and marketing opportunities."

Matthew Caven, Macrail

macrail
systems

Our 2023-2024 Gold Members

AMCO·GIFFEN

amey consulting

ARCADIS

ARUP

AURA
BRAND SOLUTIONS

bam
nuttall

bam
ritchies

cogitamus
think.plan.do.

D²RAIL

DATUM

DB

ESG

DERBY college

DESIMONE

EMR



HITACHI
Inspire the Next

HYDRAM
A DYNAMIC GROUP
COMPANY

LIEBHERR

LORAM

macrail
systems

MORSON
GROUP

NetworkRail

railstons

RPS

RSS
INFRASTRUCTURE

SCHALTBAU

SHOOSMITHS

SIEMENS

SPERRY®

SPL POWERLINES
AN EQUANS COMPANY

STAUFF®

STORY

SYSTRA

TrainFX

TÜVRheinland®
Precisely Right.

TVS
Supply Chain
Solutions

TXMGroup

UNIPART
RAIL

UNIVERSITY OF
DERBY

davis
THE DAVIS GROUP OF COMPANIES

Our Patrons

ALSTOM



This exclusive level is focused on supporting the wider supply chain and Rail Forum activity **as well as** benefitting from the Gold membership package.

Communication

- ✓ Logo in all weekly newsletters
- ✓ Quarterly update - up to a page feature story
- ✓ Scrolling Patron logos on Railforum.uk landing page
- ✓ Quarterly meeting with Communications, Policy and Public Affairs Manager

Account Management

- ✓ Quarterly diarised meetings with your account manager

Events

- ✓ Accredited as sponsor at the Annual Conference with +3 extra delegate places (4 total) and profile-raising opportunities in our Conference Venue, the ICC Birmingham
- ✓ Patron logos displayed on hanging banner in main conference room
- ✓ Accredited as sponsor at the Parliamentary Reception with +2 extra delegate places at the Parliamentary Reception (3 total)
- ✓ Patron banner displayed at all Rail Forum events
- ✓ Short promotional video/ presentation slide on rolling presentation throughout the Parliamentary Reception
- ✓ Complementary exhibition space at our Military is Good for Rail careers fair (pre-registration required)

Get in touch!

Rail Forum



For pricing and an informal discussion, please contact our Membership Manager:
Cat Appleby - Cat@railforum.uk / **0779 22 55 040**

essential
networking
good staff respect joining
connected engaged approachable
professional fun intelligent
great engaging effective
informed business customer family friendly driven present
efficient representative
congress supportive
consistent partner
excellent active value focussed personal
helpful engagement interesting collaborative proactive
responsive insightful railway guidance growing relevant
knowledgeable welcoming

“ We joined because we had “FOMO” as they say - Rail Forum is so proactive with members, clients and Government. Membership offers us great opportunities to share our unique services with rail sector. It’s been really great so far; it took me some time to join but it is well worth it - you must make best use of the services. We have already made great contacts from events like the innovative InfraTalk. We are extremely happy with our membership and the great support by Cat, Ben and all the team. ”

Steve Barnes, Gramm Barriers



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