

PERES Promoting European Rail Excellence outSide EU

CALL FOR INTEREST: ACCELERATION PROGRAM & INTERNATIONALISATION STUDY MISSION TO USA 2019

APPLICATION FORM FAC-SIMILE

**NOTE: the application has to be made mandatorily online through this link:
<https://goo.gl/forms/v1BneAWu6ZdsHi9s2>**

This template has the only purpose to get you prepared to the questions to be answered.

Application to participate to the Acceleration Program & Internationalisation Study Mission to USA 2019, aimed at preparing European SMEs members of the Railway Clusters partners in PERES (DITECFER, Italy; i-Trans, France; BTS, Germany; Rail Alliance, United Kingdom; RCSEE, South-Eastern Europe) to approach USA market as “European value chain”, under the PERES project. The Call is also open to SMEs not-members of the 5 Clusters wishing to engage in the activities and with the Clusters on a collaborative and value-chain basis.

LANGUAGE: English

CALL PUBLISHED ON: December 19th, 2018

DEADLINE: January 20th 2019, 23.59 CET

PRIVACY: the provided information will be used exclusively by the PERES consortium for the purposes of the project, maintaining the privacy of the personal data. The consortium may spread the given information only in an aggregated way.

This Call is launched as “Preparatory action” within the project “PERES Promoting European Rail Excellence outSide EU”; the activities covered by the Call are aimed to complete our studies on the USA market and to test and fine-tune a Joint Internationalization Strategy to USA for SMEs of the rail supply chain members to the 5 partners Clusters.

The PERES project is co-funded by the COSME program of the European Union (2014-2020) - Grant Agreement N° 783417.

Section 2 - Company general information

* Required fields

a. Company name *

Fare clic o toccare qui per immettere il testo.

b. Web site *

Fare clic o toccare qui per immettere il testo.

c. What Cluster are you member of? *

DITECFER

i-Trans

BTS

Rail Alliance

BSN

I am not member of any Cluster

I am member of another ERCI Cluster (<https://eurailclusters.com>). Please specify:

d. Headquarter address *

Fare clic o toccare qui per immettere il testo.

e. Headquarter Country *

Fare clic o toccare qui per immettere il testo.

f. Main contact name and surname *

Fare clic o toccare qui per immettere il testo.

g. Main contact role in the company *

Fare clic o toccare qui per immettere il testo.

h. Main contact direct e-mail address *

Fare clic o toccare qui per immettere il testo.

i. Main contact direct phone number *

Fare clic o toccare qui per immettere il testo.

I. Please upload your company logo in HQ *

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Section 3 – Company profile

1.1 Year of foundation *

Fare clic o toccare qui per immettere il testo.

1.2 Company size *

Please refer to this EU classification:

Medium

Small

Micro

Start-up

Company category	Staff headcount	Turnover	or	Balance sheet total
Medium-sized	< 250	≤ € 50 m		≤ € 43 m
Small	< 50	≤ € 10 m		≤ € 10 m
Micro	< 10	≤ € 2 m		≤ € 2 m

1.3 Number of employees *

Fare clic o toccare qui per immettere il testo.

1.4 Company turnover (€, 2017): *

Fare clic o toccare qui per immettere il testo.

1.5 What percentage of your turnover corresponds to the Railway market? *

5% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100% of the
 total
 turnover

1.6 Do you have a dedicated commercial figure in your staff? *

YES

NO

1.7 Identify the "NAICS" code(s) (North American Industrial Classification System) related to your company: *

Following you can find the most common NAICS for the Rail Supply Chain. Should your activity not be included, please select "Other" and search in the given link your NAICS.

- 236220** – Railway Station Construction
- 237990** – Railway Construction (e.g., interlocker, roadbed, signal, track)
- 238210** – Railroad Signalling Equipment Installation
- 327390** – Ties, Concrete, Railroad, Manufacturing
- 331110** – Railroad Crossings, Iron or Steel, made in Iron and Steel Mills
- 331511** – (Iron Foundries) Cast iron Brake shoes, Railroad, Manufacturing

- 331513** – (Steel Foundries) Cast steel Railroad car wheels, Unfinished, Manufacturing
- 332111** - Iron and Steel Forging
- 332312** – Railway bridge sections, prefabricated metal, manufacturing
- 332510** - Hardware Manufacturing
- 332811** - Metal Heat Treating
- 333415** - Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing
- 333613** - Mechanical Power Transmission Equipment Manufacturing
- 333914** – Pumps for Railroad Equipment Lubrication Systems Manufacturing
- 333997** – Railroad Track Scales Manufacturing
- 334290** - Other Communications Equipment Manufacturing / Railroad Signaling Equipment Manufacturing
- 3344** - Semiconductor and Other Electronic Component Manufacturing
- 3353** - Electrical Equipment Manufacturing
- 335312** – Railway Motors and Control Equipment, Electric, Manufacturing
- 3359** - Other Electrical Equipment and Component Manufacturing
- 336320** – Locomotive and Railroad Car Light Fixtures Manufacturing
- 336360** – Railroad Seating Manufacturing
- 3365** - Railroad Rolling Stock Manufacturing
- 482111** - Freight Railways, Line-haul
- 488210** – Support Activities for Rail Transportation
- 811319** - Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance
- Other** (<https://www.naics.com/search/>):
Fare clic o toccare qui per immettere il testo.

Section 4 – Your main Railway solution(s) / competences

Please, describe in this section the Railway solution(s) your company is proposing to USA market. The solution(s) must be:

- A. a railway product or service with some innovative key-elements and already on the market;
- B. or a high-performing railway product or service than the usual offer on the market;
- C. or a railway product or service with some innovative potential that can be developed for the USA market thanks to technological collaboration with local companies or research centres.

Up to three solutions can be added.

Your 1st Railway solution

Please, describe in this section the Railway solution your company is proposing on the USA market.

2.1 Name of the Railway solution *

Fare clic o toccare qui per immettere il testo.

2.2 Select the Railway specialisation segment your solution corresponds to *

The following Railway applications represent the main PERES focus for USA. If your solution doesn't fit with these categories, please select "Other" and specify the referred segment of application. Tick all that apply.

- High Speed
- Urban Mobility
- Conventional – Passengers
- Conventional - Freight
- Safety
- Cybersecurity
- Environmental Sustainability
- CBM-Predictive Maintenance
- Railway Digitalization
- Autonomous & Connected Vehicles
- Mechatronics
- Advanced Materials

- Advanced Manufacturing/Construction & Processing Technologies
- R&D and Transfer of Technology
- Other: Fare clic o toccare qui per immettere il testo.

2.3 Description of the Railway solution *

Shortly describe the implemented technology and the Railway issue your solution is answering to.

Fare clic o toccare qui per immettere il testo.

2.4 What are your solution's competitive advantages and differentiating features?

Indicate at least 3 competitive advantages / differentiating features of your solution.

Fare clic o toccare qui per immettere il testo.

2.5 Target customers *

When selecting "Other", please specify. Tick all that apply.

- OEM/Vehicles Manufacturers
- Rolling Stock Tier 1
- System-integrators
- Railway Transport Operators (transport service)
- Railway Infrastructure Managers (network's owner)
- General Contractors
- Other: Fare clic o toccare qui per immettere il testo.

2.6 Indicate some customer references; if not possible, provide an example of use case. *

Fare clic o toccare qui per immettere il testo.

2.7 Would your product need to be adapted for the USA market? *

Choose as many options as you like

- NO
- YES: language
- YES: standards, certifications, restrictions
- Other: Fare clic o toccare qui per immettere il testo.

Do you want to add a 2nd Railway solution? *

A maximum number of 3 solutions can be described

- YES
- NO: *Skip to Errore. L'origine riferimento non è stata trovata.*

Your 2nd Railway solution

2.1 Name of the Railway solution

Fare clic o toccare qui per immettere il testo.

2.2 Select the Railway specialisation segment your solution corresponds to

The following Railway applications represent the main PERES focus for USA. If your solution doesn't fit with these categories, please select "Other" and specify the referred segment of application. Tick all that apply.

- High Speed
- Urban Mobility
- Conventional – Passengers
- Conventional - Freight
- Safety
- Cybersecurity
- Environmental Sustainability
- CBM-Predictive Maintenance
- Railway Digitalization
- Autonomous & Connected Vehicles
- Mechatronics
- Advanced Materials
- Advanced Manufacturing/Construction & Processing Technologies
- R&D and Transfer of Technology
- Other: Fare clic o toccare qui per immettere il testo.

2.3 Description of the Railway solution

Shortly describe the implemented technology and the Railway issue your solution is answering to.

Fare clic o toccare qui per immettere il testo.

2.4 What are your solution's competitive advantages and differentiating features?

Indicate at least 3 competitive advantages / differentiating features of your solution.

Fare clic o toccare qui per immettere il testo.

2.5 Target customers

When selecting "Other", please specify. Tick all that apply.

- OEM/Vehicles Manufacturers
- Rolling Stock Tier 1
- System-integrators
- Railway Transport Operators (transport service)
- Railway Infrastructure Managers (network's owner)
- General Contractors
- Other: Fare clic o toccare qui per immettere il testo.

2.6 Indicate some customer references; if not possible, provide an example of use case.

Fare clic o toccare qui per immettere il testo.

2.7 Would your product need to be adapted for the USA market?

Choose as many options as you like

- NO
- YES: language
- YES: standards, certifications, restrictions
- Other: Fare clic o toccare qui per immettere il testo.

Do you want to add a 3rd Railway solution?

A maximum number of 3 solutions can be described

- YES
- NO: Skip to **Errore. L'origine riferimento non è stata trovata.**

Your 3rd Railway solution

Please, describe in this section the Railway solution your company is proposing on the USA market.

2.1 Name of the Railway solution

Fare clic o toccare qui per immettere il testo.

2.2 Select the Railway specialisation segment your solution corresponds to

The following Railway applications represent the main PERES focus for USA. If your solution doesn't fit with these categories, please select "Other" and specify the referred segment of application. Tick all that apply.

- High Speed
- Urban Mobility
- Conventional – Passengers
- Conventional - Freight
- Safety
- Cybersecurity
- Environmental Sustainability
- CBM-Predictive Maintenance
- Railway Digitalization
- Autonomous & Connected Vehicles
- Mechatronics
- Advanced Materials
- Advanced Manufacturing/Construction & Processing Technologies
- R&D and Transfer of Technology
- Other: Fare clic o toccare qui per immettere il testo.

2.3 Description of the Railway solution

Shortly describe the implemented technology and the Railway issue your solution is answering to.

Fare clic o toccare qui per immettere il testo.

2.4 What are your solution's competitive advantages and differentiating features?

Indicate at least 3 competitive advantages / differentiating features of your solution.

Fare clic o toccare qui per immettere il testo.

2.5 Target customers

When selecting "Other", please specify. Tick all that apply.

- OEM/Vehicles Manufacturers
- Rolling Stock Tier 1
- System-integrators
- Railway Transport Operators (transport service)
- Railway Infrastructure Managers (network's owner)
- General Contractors
- Other: Fare clic o toccare qui per immettere il testo.

2.6 Indicate some customer references; if not possible, provide an example of use case.

Fare clic o toccare qui per immettere il testo.

2.7 Would your product need to be adapted for the USA market?

Choose as many options as you like

- NO
- YES: language
- YES: standards, certifications, restrictions
- Other: Fare clic o toccare qui per immettere il testo.

Section 5 – International perspectives - Going international to USA

Please, answer the following questions taking into account the Railway solution(s) your company is proposing on the USA market.

3.1 Has your company any international activity in the target market USA? *

- YES (even occasionally)
- NO

3.2 Explain your company's motivations to expand to this international market *

Describe the corporate objectives of the international expansion (for example: to increase competitiveness by accessing to new technologies and know-how, to reach new fast-growing markets, to enhance productivity by reducing production costs, ...).

Fare clic o toccare qui per immettere il testo.

3.3 What kind of exploration activities for the Railway market in USA has your company already done? *

Tick all that apply.

- Market research
- Contact with the supporting institutions (chambers of commerce, embassies, foreign investment agencies, ...)
- Internationalisation business plan
- Product adaptation
- Partners search
- Virtual office
- Distributors / sales agent search
- None
- Other:

3.4 Do you have a mid-term goal related to internationalisation towards USA? *

Fare clic o toccare qui per immettere il testo.

3.5 What kind of support/service you consider the most important to be prepared to enter the USA? *

Fare clic o toccare qui per immettere il testo.

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Section 6 - Commitment to the Acceleration Program and Internationalisation Study Mission to USA 2019

- Each applying company has to confirm its commitment to attend the "European Matchmaking Event – Strategic Event - Pre-departure meeting and Preparation for USA" (January 30th, 2019 in Belgrade - Serbia).

I commit my company

- Each applying company has to confirm its commitment to follow the Acceleration Program, assuring its participation to the Training and Coaching activities. The foreseen effort per company is approximately 4 days. *

I commit my company

- Each applying company has to confirm its commitment to participate to the Internationalisation Study Mission to USA (March 31st – April 6th).

I commit my company

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