

# THE RAIL INNOVATION GROUP

**Shaping the Future of Rail with Innovation and Collaboration.**

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# Who Are We?

**Founded in 2016, The Rail Innovation Group is a non-profit organisation with a community across Great Britain, focused on the rail sector's newest and future suppliers. Its mission is to support digital and start-up companies entering the rail industry or those yet to consider it as a business opportunity.**

We see digital solutions as key to addressing rail's challenges, from customer service to operations and maintenance. By bringing in new suppliers, we aim to build a smart, efficient network that passengers will want to use. Our expanding network of advocates offers valuable insights, knowledge, and grassroots support to boost our current and future suppliers.

We design our activities to actively welcome suppliers who may not have considered rail as a market, offering no barriers to entry and low membership costs. We support their initial steps into the rail sector, helping them grow within the wider ecosystem, and we're happy to connect them with our partners in other industry groups. Our activities are tailored to provide light-touch support to start-ups with limited resources.

***The rail industry  
is complex...***

**We exist to support tech & digital innovators and SMEs to understand the complex structure of the railway industry & its procurement labyrinth so that they may consider it as a potential route to market.**



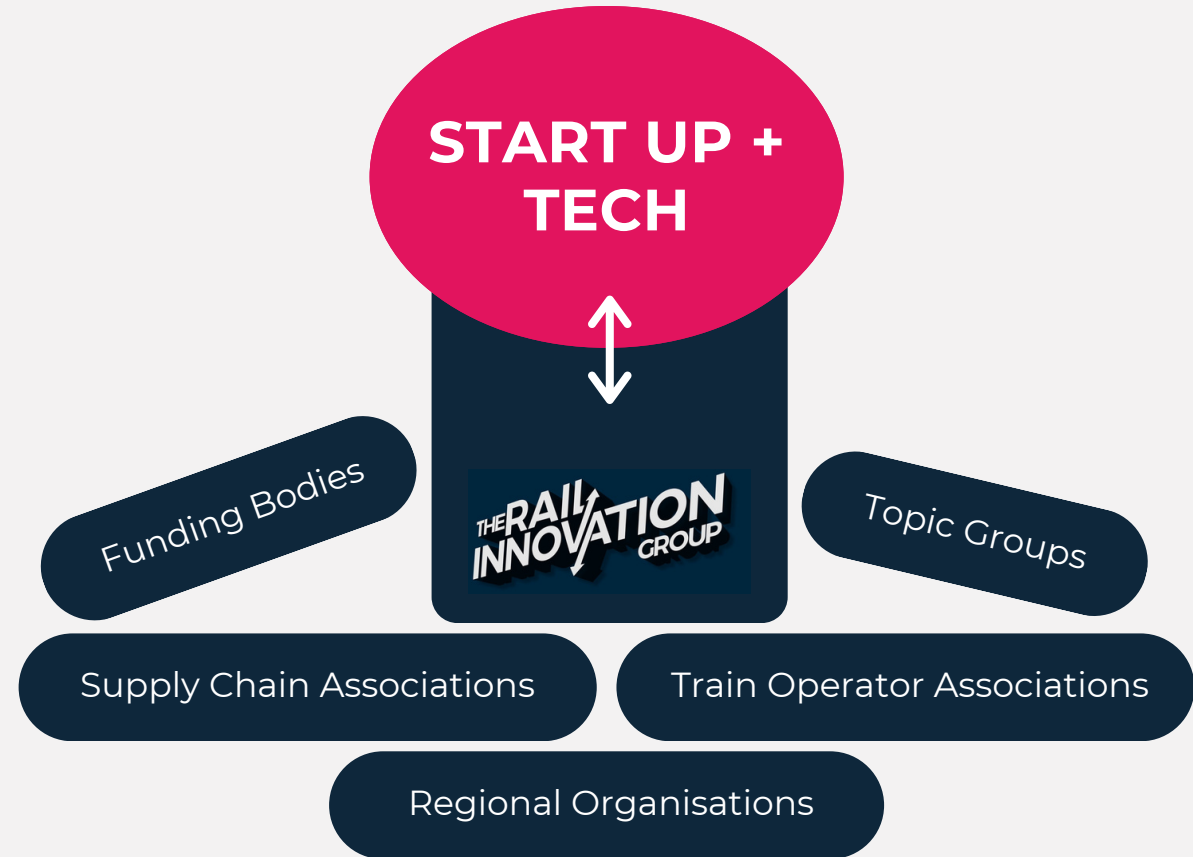
"The Rail Innovation Group offers a fun, friendly network of like-minded companies and professionals. Since joining as a Founding Member, it's been amazing for our company, supporting us to expand and find new opportunities within and outside the railway."

# Our Role

## Changing Cultures

Established industries often feel that 'Innovation' is happening to them, not with them in mind. We break down these barriers by creating networking opportunities for rail and tech professionals to connect and understand each other. This fosters better collaboration, helping both industries anticipate solutions and their implementation, while avoiding pitfalls in unfamiliar processes. To support this, we:

- Provide a neutral space for cross-industry collaboration.
- Help rail adapt to future mobility services.
- Find and promote new suppliers.



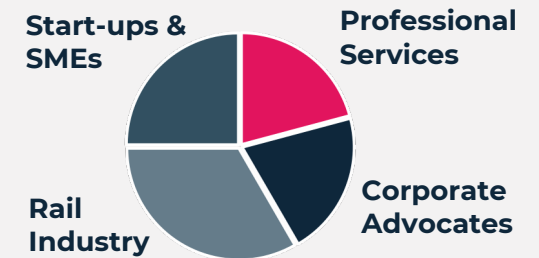
## Our Focus in Rail's Landscape

While we bring together people from both the rail and tech sectors, our support focuses on grassroots-level collaboration.

# Our Diverse Community

## Community

Our community includes individuals from rail companies, the public sector, consultancies, product developers, and larger companies encouraging new suppliers into the sector. This reflects the broader ambition to support and foster new ideas, solutions, and suppliers.

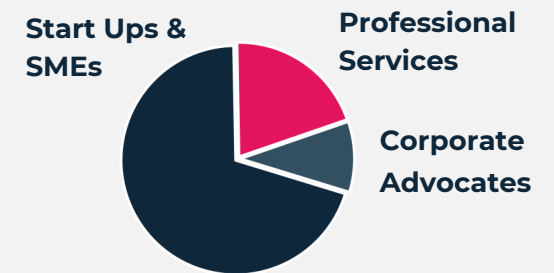


## Members

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Our paid membership funds our activities, offering small suppliers extra support and guidance through our programme. We're also encouraged that large corporate suppliers have joined to further support our work.

The Group is managed by a volunteer leadership team who organise events, engage with stakeholders, manage our social channels, and represent the Group.



“We chose to engage with the Group because we saw the representation of the membership and thought it was a brilliant forum for us to get involved with to meet, collaborate with, and hopefully learn some new things from, this side of the rail industry. Since joining, we've found the member calls, especially, have given us the opportunity to promote our own innovations, and the social media publicity and exposure is invaluable.”

# What We Do

## Meet Ups

Our regular in-person events provide networking opportunities for our community to connect and learn from new contacts in the rail or tech sectors. Guest speakers, from both small suppliers and industry leaders, anchor discussions on the adoption of new solutions and the cultures enabling them.

## Member-only Calls

We hold bi-monthly calls for members, offering a more intimate forum to discuss challenges, successes, insights, or pose questions to peers.

## Podcast

### 'What Moves Us'

Our podcast covers policy changes and emerging trends impacting rail and transport. Joined by special guests, our presenters explore how public decisions affect small companies and the wider supply chain, giving suppliers a chance to reach a larger audience.

## Virtual Munch & Learn Seminars

Munch & Learn virtual events allow members and invited speakers to present on specific topics to a nationwide (and international) audience.

## Recognised Innovation Scheme

The scheme recognises those driving the adoption of new ideas in rail, endorsing people and suppliers. Peer recognition can unlock future opportunities.

## Newsletter

Our monthly newsletter welcomes new members and includes a Member News section, offering smaller members the chance to publicise their successes to a broad readership.

## Research

We produce Research on relevant topics, such as "Parcels as Passengers," which has sparked cross-industry discussions and led to workstreams for a proof of concept and potential trial operation.

## Attending Industry Events

Our leadership speaks at roundtable discussions, conferences, and forums, advocating for small suppliers and raising awareness of their challenges with rail audiences.

## Start Up Rail

Supported by corporate partners, Start Up Rail seeks new tech companies and provides advice on entering the rail supply chain. It aims to create a self-sustaining flow of new start-up talent inspired by peers.

# Meet Ups

We host monthly networking **Meet Ups** to foster relationship-building and knowledge-sharing between the rail and tech industries. These events take place at dynamic company spaces, where we hear from hosts or guest speakers about new tech, successful project deliveries, and lessons learnt.

**Attendees** include rail operators, infrastructure companies, planners, advisory organisations, large suppliers, train manufacturers, and tech companies of all sizes.

**Speakers** have included future mobility leaders, rail operators, heads of innovation, trade body reps, product developers, customer experience designers, and small business leaders.

Occasionally, we hold online **Munch & Learn** virtual sessions with speakers addressing innovation during uncertain times. Past presenters have included HS2 innovation leads, rail operators, aviation professionals, creative design coaches, and research funding advisors.



# Recognised Innovation Scheme

The **Recognised Innovation Scheme** endorses suppliers & people who have:

- contributed to our mission of promoting modern, efficient rail system.
- demonstrated an ability to create a seamless journey experience.
- adopted a customer-centric approach & committed to sharing that approach with the wider industry.



**Recognition** is reviewed against our definitions of innovation, drawn from our Founding Members:

To approach problems with a willingness to challenge tradition & be open minded to new concepts that don't always have proven track record.

To cultivate & embrace diversity to derive benefits from new technologies or processes, or from using them in a better way.



## Suppliers



A simple solution, large or small, that breaks with tradition to solve a problem within the industry that can be adopted into business as usual. Examples in the use of technology are to: Gain efficiencies in time, energy or costs or to improve the user experience.

In most cases, the problem will have been defined by the end-user but truly innovative products discover their niche.



# Membership

We invite all those who are committed to our mission to apply to **become a Member**.  
With our high & links across industry, Membership is an excellent way to benefit from our network.

## Access to Our Advisors

We have experts on hand to offer advice on:

- Building your pitch to an operator
- Rail & station operations
- Equality & diversity
- Customer engagement (CRM)

## Podcasts

Members are invited to join us as guests on our podcast, What Moves Us, to discuss how their business is helping to change how we move.

## Social Media

We help spread positive news about innovation in rail.

## Publication of Articles

Members are entitled to write original Research to contribute to the Group's aims. We'll publish them on our channels.

## Meet Ups

Priority access to our events and the option to host and share what your company has to offer.

## Website Listing

Members are featured on our website and appear in our online Innovation.

## Mentoring

We support Members with online or in-person counsel.

## Promoting Our Members

We are often contacted by event organisers and industry stakeholders, eager to hear from companies innovating in rail.

## Member-Only Calls

Join our exclusive calls for Members to share insights and gain knowledge from your peers.

## Research

Help influence the future of the rail industry by sharing your insight in our high-profile publications.

## Conferences

We support our Members at various events throughout the year, from nominating them for speaker slots to offering a friendly face and stand promotion at trade fairs.

## Newsletter

Submit your news to be shared with our readers who subscribe to our regular newsletter.

## Online Seminars

Share your work or product demo at one of our Munch & Learn online seminars.

## Recognised Innovation

Submit your product for endorsement through our peer-reviewed scheme.



“One Big Circle first joined Rail Innovation Group in July 2019 to become involved with the innovators & explorers of the rail industry, to engage with & learn from them. Being part of Rail Innovation Group has helped accelerate our work within the rail industry & we are delighted to be part of such a dynamic & exciting group.”

# Pricing Structure

**Start Up**  
(1–5 staff)

£250

**Growing  
Start-Up**  
(6–20 staff)

£775

**Scale Up**  
(20–50 staff)

£1,250

**Mature**  
(50+ staff)

£1,750

# Strategic Partnership

**We aim to build long-term Strategic Partnerships with larger organisations/Tier 1 companies. This supports small businesses sustainably through our diverse programme, while also aligning with your values and innovation goals. It offers access to a grassroots network of new suppliers and the chance to be part of the government's commitment to expanding support for small suppliers entering the rail supply chain.**

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**Strategic Partners can tap into our community and network**, which offers the skills, technology, and creativity that proactive large organisations can harness. We focus on connecting small suppliers and larger organisations to build a strong network.

**A long-term partnership allows us to create bespoke programmes tailored to support our partners' supply chain and community goals.** Our members bring the digital skills, tech knowledge, and creativity needed to drive innovation for the future of rail.

Partnering with The Rail Innovation Group supports our core activities and signals to potential suppliers that the rail industry is open to innovation, with clear routes to market through larger enterprises.

**Our partnership with Hitachi helped them discover new suppliers close to their regional operational sites. We developed a targeted set of events to help the company find new suppliers developing technologies to support their work in specific focus areas.**

# Start Up Rail

**Start Up Rail** is our programme designed to discover new start-up and small suppliers across the UK. Engaging with larger rail suppliers, we've identified a shortage of start-ups and digital companies ready to supply the rail sector.

The programme hosts regional events in tech hubs to foster rail-based start-up communities. Companies supporting these events will reach new communities and encourage innovation within their supply chain.

**We actively seek to partner with private & public sector organisations to deliver the programme.**



## Partner Return on Investment

- + Secure new suppliers before competitors.
- + Save time & internal resources.
- + Strengthens future bids.
- + Realise the creativity of start ups.
- + Demonstrate your company's commitment to local economies.
- + Exposes your staff to new creative business cultures.
- + Meet procurement targets.
- + Use our network to seek out suppliers in new locations.
- + Take part in a high-profile industry wide collaboration.
- + Build resilient digital supply chains.



“There are a huge number of exciting opportunities across the sector. The Rail Innovation Group's Start Up Rail programme will help to unleash the potential of UK tech communities to meet national challenges & promote global opportunities for even the newest UK businesses.”

# Contact Us

**Follow:** @railinnovate

**Podcast:** What Moves Us

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**Visit:** railinnovationgroup.com

**[Click here](#) to become a member.**

