

„Our Services in Rail Business“

Introductory presentation February 2016



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1 Introducing Norbert Beller

Dipl.-Ing. Norbert Beller:

- 55 years, married, 3 daughters
- Expert Consultant since beginning 2014, before 24 years Siemens Mobility
- Longtime experience in Rail Business:
 - **8 months Consultant Production Control**, DoIC for German DB AG
 - **1 year Project Manager/Expert Consultant** Metro Automation HKL Helsinki
 - **9 years Project Management Siemens High Speed Trains**, e. g. Project Manager ICE 3 NS (Netherlands)
 - **6 years Head of Engineering Teams/Departments**, Focus Integration of Automatic systems like ATP, ATC, ETCS, ...
 - **3 years Training Management** (Siemens Rail Academy: Customized Training, Employers Trainings/Curricula, Localisations)
- Foreign Languages: English fluently, French basics

2 Our Services at a Glance

Services with focus on Rail Business/Technology:

- Project Management
- Crisis Management
- Training Management/Trainer
- Homologation Management
- System Engineering
- Service Contracts for Projects and Engineering in the areas Rolling Stock, Automatic Train Protection (ATP) and Control (ATC/CBTC), especially Integration of ATP/ATC/CBTC in Rolling Stock (new and retrofit)
- Team-Build-up, placement of external staff

3 Service Catalog: Project Management

Bid Management:

- Project Management related to Rolling Stock or Rail Automation Bids (Confidentiality ensured)

Project Planning:

- Ressource Planning: Team Build-up incl. Recruiting, ...
- Time-, Quality- und Cost-Planning/Calculation
- Safety-, Homologation Planning, Requirement Management, ...

Project Controlling:

- Team Lead
- Time-, Quality- und Cost-Controlling/Calculation
- Safety-, Homologation Management, Risk Management, Claim Management, Quality Management, ...

We ensure Know-How and Experience for all above tasks

3 Service Catalog: System Engineering

- Core Area Integration of ATC-, ATP- and CBTC-Systems on Rolling Stock
- Trains and Locomotives as well as Metros and Trams
- New Rolling Stock and Retrofit
- Concepts, Specifications, mechanical and electrical Engineering (Circuit Diagrams, Train Control, ...)
- Safety Case
- Documentation und Quality Management

Depending on the Market we are focussing on Retrofit as Core Area with the adequate Know How and Experience.

Example: Project Management, Concepts and Specifications to integrate a new ATP-system in existing Rolling Stock, including new Electronic Systems mechanically and interfaces to Train Control, new wiring, integration of new odometers and antennas, ensuring safety case and homologation, Requirement Management, Controlling of Implementation and Verification/Validation

3 Service Catalog: Training

Training Management (Employer's and Customer Training):

- Development of Trainings
- Customized Trainings
- Localized Academies

Trainings:

- Trainer for Project Management and System Trainings
- Customer Training

We ensure Know-How and Experience for all above tasks.

4 References

External provider (Expert Consultant)

4/14 – 3/15 Senior Project Manager Retrofit Metro Helsinki: responsible for team-setup, planning and controlling of retrofit of existing metros with ATC- and further systems (ext. provider for Siemens OY, Finland)

Siemens employee

1/08 – 4/14 Head of Engineering department: teams/system engineers in Rolling Stock Projects, mainly for integration of ATP-/ATC-/CBTC-systems (e.g. ETCS)

4/01 – 12/04 Siemens Rail Systems High Speed: Acquisition High Speed Trains UK, Bid Manager, e.g. Channel Tunnel Rail Link (DS)

10/95 – 4/01 Siemens Rail Systems: Project Manager High Speed Train Project ICE3: e.g. since 1999 responsible for ICE3 trains for Netherlands (NS) and homologation in France

5 Core Area Retrofit Automation (1/2)

Market:

1. Europe introduces more and more the European Train Protection ETCS => Operators, Leasing Companies etc. have to retrofit Rolling Stock with ETCS-Onboard-systems to ensure further operation on equipped tracks
 2. Large Communities and Mega Cities more and more introduce automatic operation to master increasing passenger volume => this leads also to retrofit existing Rolling Stock with ATC-/CBTC-Onboard-systems
- For above market specific Interface- and Integration-Know-How and experience to realise adequate solutions will be required

5 Core Area Retrofit Automation (2/2)

Our Support:

- ✓ We offer (within the scope of above services) specific Know-How at the interface Rolling Stock – Automation Systems (e. g. ETCS, ATC, CBTC, ...)
- ✓ We know Rolling-Stock- and Safety-Systems-related requirements and solutions
- ✓ We have the experience with such projects and act internationally
- ✓ We support your Homologation and Safety Case process
- ✓ We place personnel also out of own network (Freelancers, Retired Experts, employers, ...) and build-up teams for your projects
- ✓ Out of flexibility of a small and specialised provider we act/react and support quickly and competent

6 Your track to us

You're interested in our services?

Contact us:

- By phone: +49 9 51 9 17 19 38
- By e-mail: kontakt@norbertbeller.de

Internet and Social Media:

- www.norbertbeller.de
- LinkedIn and Xing

Thank you for your attention!

Norbert Beller, Kapellenstraße 17, 96050 Bamberg
Phone: +49 9 51 9 17 19 38 or www.norbertbeller.de



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Ingenieurdienstleistungen mit Schwerpunkt Bahntechnik