





Binarysystem®



**Expanding Your Rail  
Operation? 4 Questions  
for Potential Technology  
Suppliers**



It is a common story in the rail sector: an operator successfully running one line wins additional contracts: that's welcome news, but more services mean more employees and greater complexity. The team soon realise their spreadsheets are no longer up to the task of ensuring safety and efficiency.

In this scenario, planning teams often turn to technology tools to help. But when considering rail planning and scheduling solutions, what exactly should you look for?

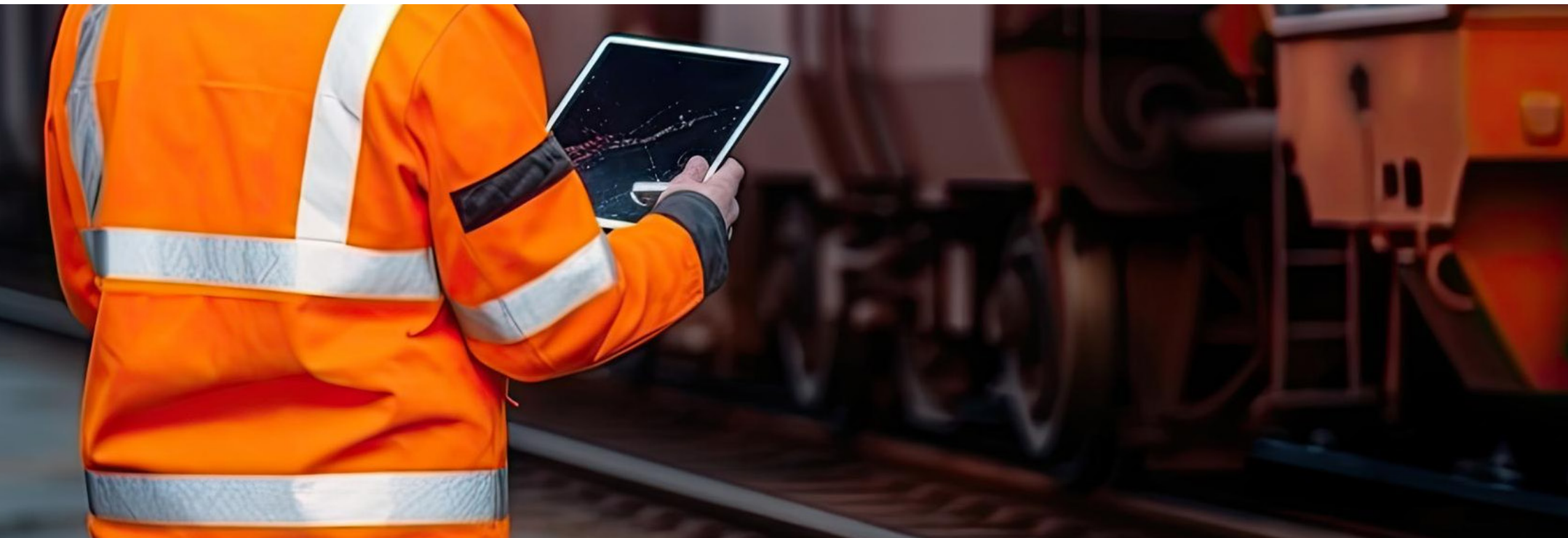
Having supported dozens of rail operators in exactly this situation, Binary System is ideally positioned to help. We asked our Head of Sales and Marketing, Baiba Konete, for the questions to ask potential suppliers.



**Binary System's Baiba Konete**

# 1 “IS IT A SPECIALIST ● RAIL SOLUTION?”

The rail industry is truly unique, and as such it requires specialist technology. Never settle for a tool which has been adapted from other transport modes, as they invariably lack the specific functionality which tends to only be found in systems purpose-built for rail.



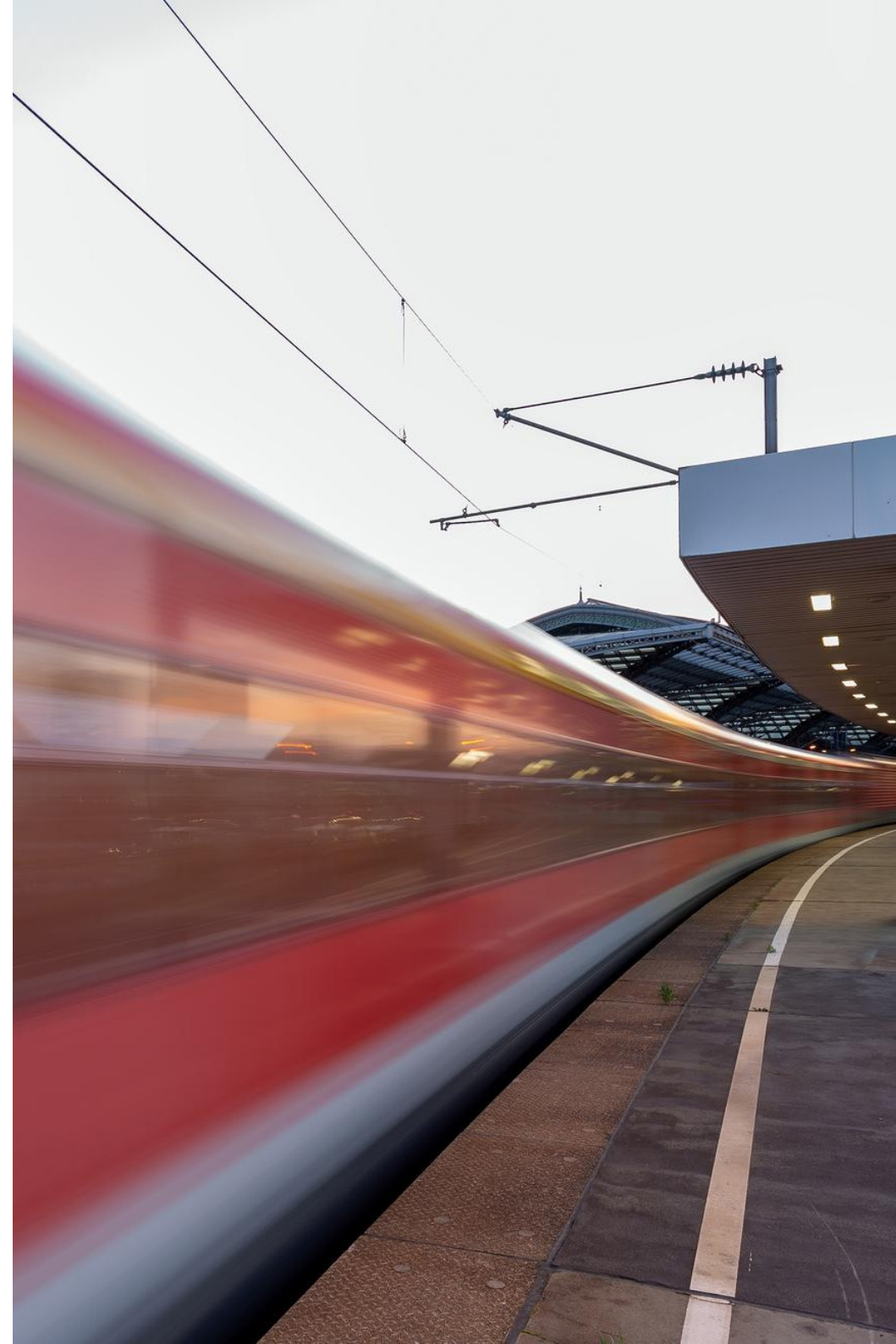


## 2. “ARE YOU AN ESTABLISHED SAAS SUPPLIER?”

When expanding the number of lines, flexibility is vital. You will need the ability to scale your operation, but you want to do so without incurring major costs at every stage. A supplier that is truly experienced in Software-as-a-Service (SaaS) will ensure the best combination of flexibility without prohibitive up-front costs.

# 3. “HOW QUICKLY CAN IT BE DEPLOYED?”

With an expanding operation you need to be fast and agile. Work with a supplier that has proven their ability to deploy systems quickly and of course on time! While every project is different, this kind of operation should usually be deliverable within a relatively short timeframe – say, three to six months depending on modules and integrations with third party systems. If the supplier you are talking to cannot provide absolute assurance in this area, I’d suggest speaking with some others!





## **4. “CAN YOU HELP US WIN MORE WORK?”**

The very best planning and scheduling systems not only streamline operations and ensure safety; they help operators to win more work. Speak to potential suppliers about how they have helped customers to expand their operations – both through their technology but also the support they provide.

# FIND OUT MORE!

Are you interested in competitively priced planning and scheduling software to support your expanding operation? Check out what EVM Rail CEO Diego Miglioranzi has to say about his organisation's collaboration with Binary System:

“We began our collaboration with Binary System in 2020, the year we started our railway company. Binary's SoftRail solution proved to be a key asset for our new company, helping us to comply with European and Italian regulations in railway operations. With SoftRail we are able to safeguard the controlled distribution of our documents and digitise the train preparation process via a modern mobile application, eliminating paper, e-mail and fax. With SoftRail, nothing is lost and nothing is forgotten: it is a robust solution for complying with railway safety regulations.”

Binary System offers a genuine specialist rail solution based on proven SaaS technology, and backed by a team of industry experts. Find out how you can ensure maximum safety and efficiency in your operations, with the industry's fastest growing specialist rail solution.



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