BinarYsYstem®

Effective Data Management: InRail Case Study

HOW THE COMPANY USED THE BI TOOL
TO CONSOLIDATE CROSS-FUNCTION DATA
INTERCHANGE

"We were looking for a software solution that could support us in the process of measuring and analysing internal targets, but at the same time allow us to share these results externally, reducing the distance between supplier and customer and promoting synergy with our partners. With Binary System, we found it."

– Luca Seclì, Maintenance Manager at InRail

INRAIL

The private railway company InRail operates throughout Italy, Slovenia and Croatia. With an average of around 150 trains per week, the company is able to provide transport services for all types of goods.

With its registered office in Genoa and operational offices in Udine, Nova Gorica and Zagabria, InRail today employs a staff of more than 230 people including accredited instructors for Personnel Training, expert agents for technical verification, train driving and training activities, and a multilingual operations room in charge of organising and monitoring traffic that constantly interfaces with Italian and foreign railway networks, customers, suppliers and other companies.

A LONGSTANDING PARTNERSHIP

Binary System and InRail were born in the same period, characterised by a strong liberalisation of the Italian rail freight market.
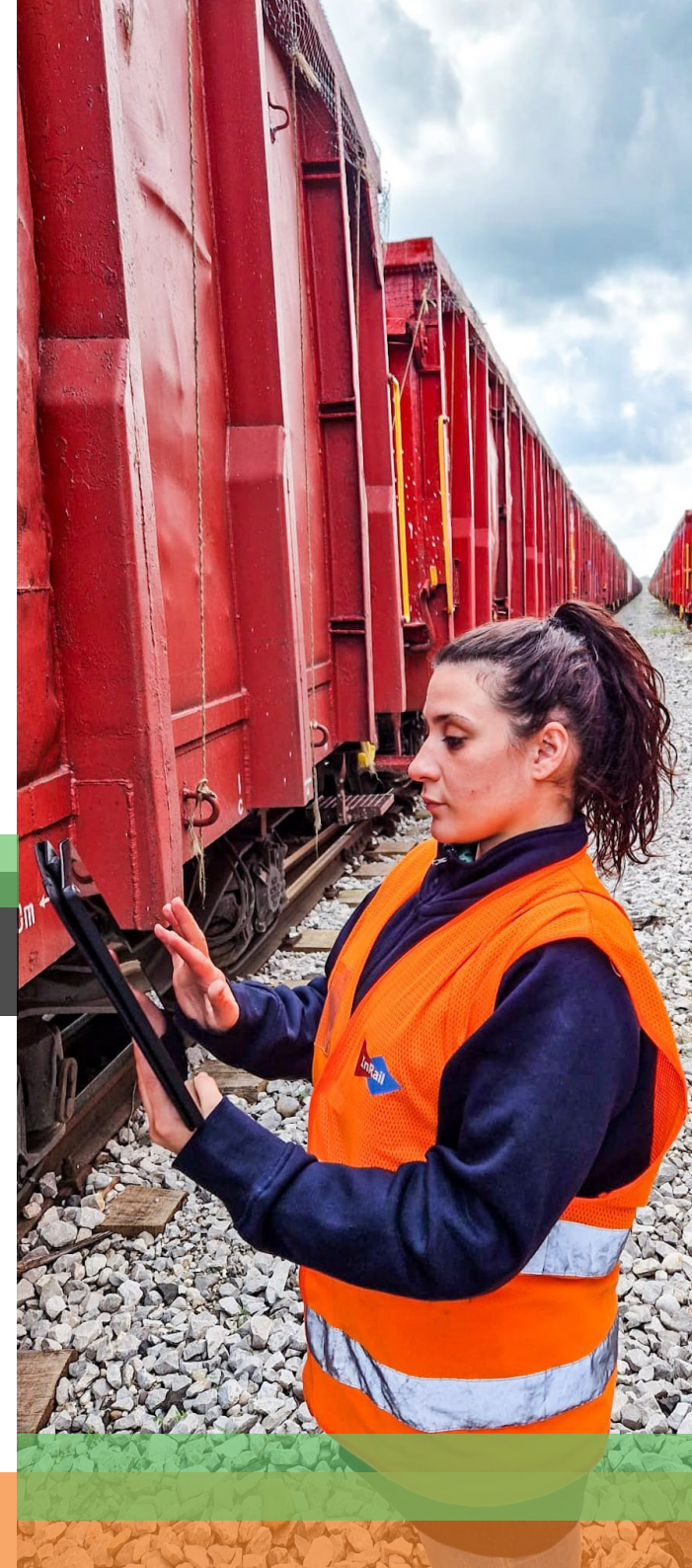
But this is not the only trait we have in common: a strong desire for innovation and a view to continuous growth have always characterised our collaboration. We are driven by the desire to meet operational and market requirements through precise, punctual and customer-oriented services.

> *"Our collaboration with Binary System has led us over the years to experiment with and use SoftRail products in all areas of the company. Each software allows our managers to manage the operation and reporting of the work area."*
>
> – Luca Seclì, Maintenance Manager at InRail

THE ROLE OF THE BI TOOL

Designed specifically to simplify the interpretation of data, our BI tool integrates all the software in the SoftRail suite; this cross-sectional approach allows the aggregated reading of the input and output elements of the different management flows, thanks to detailed reporting, interactive graphs and customisable KPIs.

On this subject, Luca Seclì commented: "Communication and data exchange between functions has therefore become a priority in our company, in order to share all relevant information and to be able to propose the best possible solution to customers."

> *"The use of the BI Tool makes it possible to combine the key data of Production, Maintenance, Logistics and Sales in an immediate way, graphed and always available for consultation."*
>
> – Luca Seclì, Maintenance Manager at InRail

THE RESULTS

Currently, the BI tool testing phase has been completed. InRail has identified the main useful reports and business processes that can be supported and automated by the software.

Their objective is to create a production dashboard for each area in which to collect the main KPIs in order to measure and improve performance. For example, in the Maintenance Department, Dashboards are used to monitor the maintenance cycle of

discarded wagons in the area. This makes it possible, according to Seclì, to "analyse and reduce vehicle downtime in stations as much as possible."

> *"This integrated approach encourages and facilitates the exchange of relevant information between colleagues."*
>
> – Luca Seclì, Maintenance Manager at InRail

NEXT STEPS

Years of using the BI Tool have enabled Inrail to refine best practices and think of new functionalities to develop. In particular, the focus will be on the creation of dedicated dashboards, visible to customers and suppliers, in order to maximise the sharing of data and information.

This experience has shaped InRail's culture towards a common vision of performance targets, which are now shared between the different operational areas. Our SoftRail suite has accompanied and still accompanies InRail through the changes in the railway management world, growing together with its users in a reliable and secure way.

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