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Allowing the suppliers to Collaborate, Co-operate and Compete with in2rail's brokerage services.

The objective of establishing in2rail was to provide the rail industry with a forum to facilitate the smooth operation of procuring training and recruitment solutions with in2rail being the independent Neutral Vendor.

in2rail feeds training and recruitment companies with genuine business opportunities which allow the members of in2rail's Supply Management Programme to gain a better understanding of the market place in which they operate to increase revenue and subsequently profits.

in2rail is making good progress in educating clients to the benefits of utilising the services and is now providing a number of organisations with real efficiency gains through the brokerage process offered. A number of suppliers are also now working on assignments which they have been awarded through being members of the Supplier Management Programme.

As the tough grip of this economic climate starts to relent and the green shoots start to emerge we at in2rail strongly believe that training and recruitment companies can collaborate and co-operate more effectively through the brokerage services that in2rail is offering the industry.

Training and recruitment suppliers to the rail industry employ well in excess of a thousand personnel who are tirelessly working to identify training and recruitment opportunities for their individual companies to service. However they will also be identifying tangible opportunities with clients, which as individual companies they do not have the resources available to successfully deliver. That is until now!!

in2rail is proposing that suppliers who deliver training and recruitment solutions to the rail industry create a consortium or co-operative with in2rail being the independent Neutral Vendor within that arrangement. This will allow their work force to say "Yes, we can do that" rather than "No, we can't help you". This will provide increased satisfaction to your clients and higher employee morale.

Initiating this proposal will complement the flow of leads being generated by in2rail with a flow of leads coming from training and recruitment companies to in2rail which will subsequently be fed back to members of the Supplier Management Programme to be delivered to the clients.

When vacancy leads are filled by members of in2rail's Supplier Management Programme the organisation that supplied the lead to in2rail will receive 15% of the final placement value with the organisation that supplies the candidate retaining 50% of the final placement value. in2rail will retain the remaining 35% as an administrative fee for providing the Neutral Vendor brokerage service.

When training leads are delivered by members of the Supplier Management Programme they will retain 85% of the value of the delivery with the remaining 15% being equally split between in2rail and the organisation that supplied the lead.

This is a legitimate opportunity for the rail industry supply chain to unite and work together to minimise the effect of the current difficult economic climate.

For further information visit: www.in2rail.co.uk. To discuss your companies inclusion on the Supplier Management Programme contact in2rail Ltd. on 01536 711804 or alternatively email pm@in2rail.co.uk.

For those companies that are already members we are keen to start discussing those opportunities which your clients may have you which you are not in a position to deliver.