

INFORMATION ON SCI/MARKET MONITORING PROJECT DATABASE

LARS NEUMANN, ALINE SANDER, BERLIN, SEPTEMBER 2010



OUR DATA BECOMES YOUR DATA

TODAY'S REQUIREMENTS

- You require precisely the right information on markets and projects for your company and your targets: Up-to-date and flexibly adaptable at all times
- After all, you require very specific market information for your products and for your services, and as a result you are interested in your (potential) market volume
- Professional market and competitive intelligence is indispensable in international business today and makes the subtle difference when it comes to competition

BUILDING THE BRIDGE – MARKET KNOWLEDGE

- Based on our long-year experiences of the railway sector, we have developed a market monitoring system individually tailored to your company and coordinated with you
- The market monitoring system builds the bridge between our databases and your specific requirements:
 - Comprehensive
 - Up-to-date
 - Online
 - Processable

And almost certainly less expensive than in-house systems

THE SCI/MARKET MONITORING

You get ...

- Perspective & Transparency
- Speed & Precision
- Individuality & Flexibility
- Control & Security
- Simplicity & High performance
- Efficiency & Cost awareness

In total, you get detailed information for more than 4 500 future and contracted projects from all rolling-stock segments

ADVANTAGE FOR SUCCESSFUL DECISIONS IN COMPETITION

Perspective & Transparency

- Projects are collected, evaluated, validated and processed
- Worldwide research
- Overall, more than 4 500 future and contracted projects
- Detailed information for 1 000 future projects from all rolling stock segments
- Projects up to the year 2025 included

Speed & Precision

- Early market overview and precise project information
- Continuous update of the worldwide collected data and facts
- Constant online-availability of information on the internet

Individuality & Flexibility

- Adaption to client-specific needs, products and performances
- Evaluation of the go-opportunities (probability of the project realisation) based on valid information
- Client-specific evaluation of the get-opportunities (probability of contracting)

Overview of the advantages of the SCI/MARKET MONITORING

Control & Security

- SCI Verkehr is a recognized consultant and ensures the continuous access to information
- SCI Verkehr stands for confidentiality of company-specific information

Simplicity & High performance

- Differentiation of regional, temporal and product-specific overviews
- Simple interfaces provide fast integration in company-owned databases
- Easy handling

Efficiency & Cost awareness

- Systematic assistance of your marketing- and sales staff members
- Increasing efficiency of market analyses as well as distribution activities

EXAMPLE OF THE SCI/MARKET MONITORING: DETAILED DATA TABLE

SCI/Verkehr

Search Database Contact Personal Data Disclaimer Logout

DEMONSTRATION SCI/MARKET MONITORING: Q2/2010

Number of projects: 60

Projects filtered by: Product Segment: EMU, DMU, LRV, Metro · Region: South/Central America
sorted by: Realisation From · Country · Region · Click red headlines to sort new.

Comment: e = estimated, r = reported
¹ Locomotives: Power

Change Filter New Filter Chart Analysis

Download Selection as CSV-Data Print Selection

Status	Region	Country	Project Name	Operator / Tender Institution	Main Supplier	Product Segment	FW Type	Speed ¹	Realisation From	Realisation To	Number of Units	Number of Cars	Total Project Volume [in million EUR]	Go-Opportunity	Description
<input type="checkbox"/>				Andean Railways	Edwards Rail Car Company	EMU		120 e	2010 r	2012 r	11 r	22 r	15 e	25%	Peru's Transport Ministry has cleared the way for further competition on passenger services after... [full description]
<input type="checkbox"/>	South/Central America	Argentina	UGOFE EMU bidding	Unidad de Gestión Operativa Ferroviaria de Emergencia (UGOFE)	exposed	x		140 e					275 r	50%	Federal government launched tendering for a programme to complete electrification of the Roca... [full description]
<input type="checkbox"/>	South/Central America	Bolivia	FCA Emu procurement plan	Empresa Ferroviaria Andino	exposed	x		140 e	2011 r	2015 r	4 r	8 r	5 e	25%	Empresa Ferroviaria Andino in Bolivia plans to purchase EMUs for service on th still being built... [full description]

Control & Security
Fast communication, confidentiality and high security standards

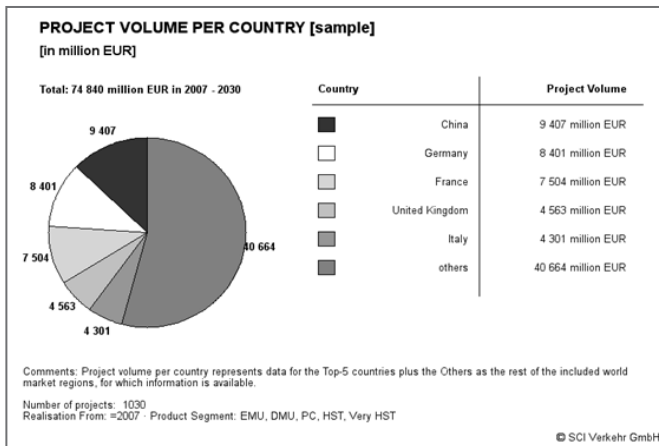
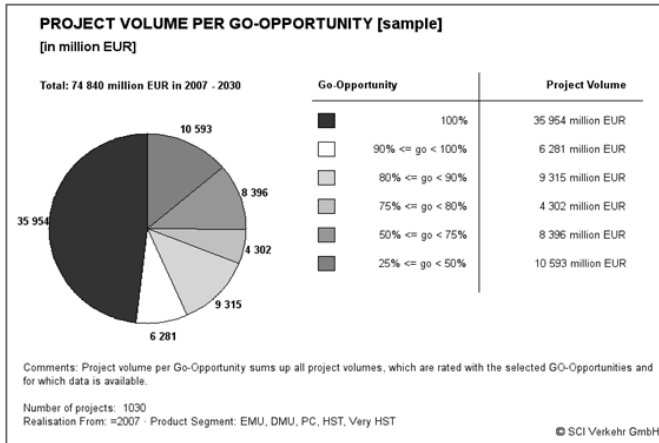
Individuality and Flexibility
Data is adapted and itemized to your specific needs

Speed & Precision
Online-access and continuous updates

Efficiency and cost awareness
Customized chart analyses and data downloads are available

Simplicity & High performance
Simple interfaces and easy handling

EXAMPLE OF THE SCI/MARKET MONITORING: CHART ANALYSIS



Get customized and ready-to-use charts for efficient analysis of market developments

ACCESS TO FURTHER INFORMATION

A demo-version of the project database is available for you on the internet. Please use therefore the following link:

<http://market-monitoring.sci.de/>

We would be pleased, if we could introduce the SCI/MARKET MONITORING to you face-to-face. Please do not hesitate to contact for further information.

CONTACT

You can subscribe to the full version of the SCI/MARKET MONITORING for 12 months.
Please do not hesitate to contact us for further information:

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