

CORE COMPETENCE

Our consulting expertise

Tender and Bid support

- Tender process
- Rolling stock specification
- Evaluation process
- Documentation
- Financing

Feasibility studies

- Transport system
- Train operations and scheduling
- Business plan

Market analysis

- Rolling stock fleet analysis
- Customer specific research
- Maintenance demand analysis

Export support

- Project financing
- Partner search

Workshop audits

- Process optimization
- Maintenance concepts

Build supervision

- Manufacturing supervision
- First article inspection
- Quality control
- Takeover support

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Consulting at Molinari – finding the right solution for the client

Systematic analysis of operational and technical conditions enables us to identify potentials for improvement and development. Molinari uses state of the art analysis tools, presents realistic development scenarios and helps its customers to implement them. The result: Successful railway operations.

The challenge

The purchasing process for new rolling stock often involves a large variety of technical and commercial specialists while many stakeholders have only limited in-house experience in planning and executing a tender. External partners often lack the system knowledge or independence to consult one of the key stakeholders in such a process.

Only an independent partner who understands the challenges of the process, from the international procurement regulations to the calculation of LCC, can support the customer best.

Our assignment

Molinari was asked by Aeroexpress from Russia to support the procurement process for new double deck electric multiple units for their Moscow lines. The client was successfully supported from the prequalification process to the technical specification and through the evaluation and financing process by Molinari experts in Russia.

Our work included consultancy on the financial and the creation of the necessary commercial and technical tender documents including the technical specification according to GOST norms.

Our competences

Molinari's competences in planning, design, manufacturing and service of railway vehicles allow us to allocate the right experts from every part of the value chain to determine an optimal solution for the client in a competitive time.

Our experts have successfully concluded purchasing projects from various perspectives, both public and private; train operators, leasing companies, transport authorities and rolling stock suppliers. This gives us a sound knowledge of the process and its pitfalls. Our independence, integrity and confidentiality as well as our strengths in RAMS and LCC lead to long term satisfaction of our clients.



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