

Supplier Management Programme

Delivering real supply chain benefits in training and recruitment to UK rail industry



Following the launch of in2rail Ltd. in January of this year, the revolutionary concept has quickly become a tangible reality. In less than six months the business is already delivering benefits to the UK rail industry, saving newly won customers time and money by providing high quality, effective solutions to their training and recruitment needs.

in2rail offers a unique brokerage service, providing training and recruitment solutions through a 'Supplier Management Programme' which is made up of established training and recruitment providers through a 'neutral vendor' arrangement. The business is based on extensive knowledge and an in-depth understanding of the rail industry and the companies which operate in the training and recruitment supply chain. This enables in2rail to effectively collaborate with its clients, to identify key service suppliers and to ensure that the market place remains competitively priced.

The unique element of in2rail's Supplier Management Programme is that it is completely free for both clients to use and suppliers to become members. As the broker, in2rail only generates income from a supplier who is selected by one of in2rail's clients to deliver a required service. Clients are invoiced by in2rail, where the price for the training or recruitment service is inclusive of its brokerage fee.

Paul McLoughlin, founder and managing director of in2rail Ltd., commented "Our aim is to offer solutions, value and service to our customers and supplier partners, providing end users with a choice of high quality, established suppliers that will best suit their individual recruitment and training requirements, budgets and strategies." McLoughlin went on to say "I am very pleased with the positive response from the rail market to date and the

level of interest in our brokerage service."

With over fifty training companies having already expressed an interest in joining the Supplier Management Programme plus over twenty recruitment companies applying to join, in2rail has now established itself as a credible and reliable brokerage service for rail companies needing to procure training and recruitment services, with a growing reputation for delivering results.

As well as building up an impressive portfolio of key training and recruitment suppliers, in2rail Ltd. is also actively developing opportunities to work with train operating companies and their parent groups, rail infrastructure maintainers, consultants and labour suppliers. All of these organisations are looking to benefit from the financial and resource savings and efficiencies that in2rail offers.

Business expansions plans are also being drawn up to build on the success of in2rail, where a sister business called 'in2solutions' will be launched later this year, which will offer the same innovative training and recruitment brokerage service to any industry.

To discuss your company's requirements further or to arrange a complimentary meeting, please phone or email in2rail with an outline of your company's requirements and they will be more than happy to arrange a suitable time and date to visit your premises and discuss your organisation's requirements in greater depth. ■

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Looking for the right training solution? Need assistance with cost effective recruitment? Save time and money by using in2rail, the specialist rail industry supply chain management service for training and recruitment. Results guaranteed.

For more information log on to:

www.in2rail.co.uk or contact pm@in2rail.co.uk