Customer Testimonial

RideOnTrack successfully supplied Fixed Operational Communication Equipment and Services to NOKIA

In July 2017, RideOnTrack got the opportunity to participate in the Nokia vendor selection process. This vendor selection process benchmarked potential vendors against the criteria Nokia considers important for subcontractors. RideOnTrack was able to comply with the Nokia requirements and already received the *'selected vendor'* status at the end of August 2017. Nokia had special interest in the RideOnTrack product portfolio for fixed operational communications which includes, among others, Dispatching, Voice Recording, Gateways, IPPBX and Call Centre applications.

Shortly after the selection process, Nokia contacted RideOnTrack for the supply of 250 pcs DiCa Modular dispatcher terminals. In December 2017, RideOnTrack managed to obtain the order for this delivery. These DiCa terminals are used in a rail project in which Nokia is the provider of the GSM-R operational communication infrastructure.

Emmanuelle Pierrard, Customer Team Head Benelux, Global Enterprise & Public Sector at Nokia (GEPS), states :

"This first project was very important to check the capabilities of RideOnTrack. Our end customer, who is using this dispatcher equipment, was very demanding and both the quality and the timely supply was of great importance. We can now state that our customer is very pleased with the supply and that the project reached Final Acceptance in April 2018. RideOnTrack proved to be a reliable partner and this project is a good basis for future co-operation.

RideOnTrack has a full range of gateway-products. At the end of 2017 and at the beginning of 2018 Nokia issued several orders for different types of gateways used for the connection of analogue telephones along the rail track. The gateways will be connected to the operational IP-network of the Railway infrastructure provider. Most European rail operators still have a vast amount of old telephones (local battery- remote battery) installed at crossings, signaling lights, point machines, emergency phones, etc. Often these telephones are still connected by PDH/SDH multiplexers. A very strong selling point for this type of gateway is the amount of analogue circuits that can be terminated

on a single box (24 ports or 50 ports) and the ability to drive up to 12km of poor quality copper lines. By now Nokia issued 3 PO's for a total of 153 gateways accounting for 4,880 analogue lines.

Wim Lochs, VP Sales & Marketing at RideOnTrack, states *:*

"We consider the business we do with Nokia as very important. Nokia has a very strong reputation in the mobile communication market for Railways and we are very pleased that our technology is selected in several of the Nokia projects. At RideOnTrack we are bridge builders: we connect the old legacy world with the newest SIP/IP networks. We believe that railway networks will migrate to full SIP/IP solutions, but this can only be done step by step. During this migration period, which can take several years, our gateway product portfolio can be the 'missing link'.

During summer time 2018, RideOnTrack secured a number of software application orders from Nokia. These orders will further improve the operational safety of the railway undertakings and with GDPR legislation now becoming mandatory in Europe, will improve the security of personal data, including protection/encryption of operational communication links and voice recordings.

In rail, the workflow automation process is often used to manage track works. The application that RideOnTrack provides will now allow the dispatcher to become part of the work order approval cycle and workers will only be allowed to work along the track after the dispatcher indicated so in the work order application. The dispatcher has the best situational awareness of train movements in the area of control, and so, this integration will further improve safety.

After our initial implementation of a mobile dispatcher application making use of the Windows operating system, RideOnTrack also got the order for the development of a mobile railway (EIRENE) dispatcher application making use of the Android operating system. Android smart phones are more common in the market and having our mobile dispatcher application available for Android smart phones will improve Nokia's market reach.

The extension of the group call functionalities for GSM-R and DMR radios will allow for more complex/extended group calls in a rail operational network. The group calls will be set up and controlled by the dispatcher system in order to limit the GSM-R and DMR (radio) resources used. The group calls can further be extended with fixed telephones, analogue radio or other telecommunication resources as available in the customer network. This functionality will give more capability/flexibility to the dispatcher to set up/control (ad hoc) group calls.

Stephane Haulbert, Customer Business Team Head West Europe, Global Enterprise & Public Sector (GEPS) at Nokia states:

'The enterprise & public sector market is very important for Nokia. A market in which Nokia shows a substantial growth year after year. The market requires strong solution and integration skills. Working with selected partners is paramount to build an end-to-end solution. It is about a year we have been working with RideOnTrack and we have issued already more than 10 PO's. All the work for these PO's is executed and Final Acceptance Certificates are issued. It is good to have a partner who can complement our solutions for mobile operational communications.'

About NOKIA :

We create the technology to connect the world. Powered by the research and innovation of Nokia Bell Labs, we serve communications service providers, governments, large enterprises and consumers, with the industry's most complete, end-to-end portfolio of products, services and licensing.

We adhere to the highest ethical business standards as we create technology with social purpose, quality and integrity. Nokia is enabling the infrastructure for 5G and the Internet of Things to transform the human experience.

About RideOnTrack :

RideOnTrack is a company specialized in delivering state-of-the-art communication solutions for mission critical networks. The RideOnTrack product portfolio consists of (EIRENE) dispatching, voice recording, gateways, operational IpPbx and related applications like call centre, Transit and break-out capabilities, apps for track workers, etc. RideOnTrack has developed its own software platform, supported by software development tools and software/system testing tools, which results in drastically reduced software design cycles while maintaining the highest quality standards. RideOnTrack bvba is a privately held company under Belgian law.