

# ERPC

**PROSPER II, Paris April 26, 2005**

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# What is ERPC?

- **The European Railway Purchasing Conference**
- **Since July 1, 2004 formal body from UIC (International Union of Railways)**
- **Forum for Purchasing Directors from all European Railway companies (being operators or infrastructure managers)**

## **What is it not?**

- **A platform for joint purchasing initiatives or formation of a trust cartel (apart from EC regulations)**



# Mission/vision/purpose

- **To be a strong centre and stimulate knowledge (transfer) of procurement in the market of the railway industry**
- **To provide a forum for exchanging these ideas and experiences (i.e. best practices)**
- **To improve the level of purchasing**
- **To stimulate innovation and support standardization**
- **To be an influential advisor of legislative European Community Institutions (e.g. C.E.R.)**



# How it works ?

- **Bi-annual 2-3 day meetings**
- **Working groups around strategic themes**
- **Focus on NETWORKING**



# Working groups

- 1. Track**
- 2. Track machines**
- 3. Energy**
- 4. Signalling**
- 5. Railway vehicles and maintenance**
- 6. Supplier qualification and acceptance**
- 7. E-procurement**
- 8. European directives**



# More information

- **SKB Internetsite** with discussion forum  
**[www.erpc.info](http://www.erpc.info)**



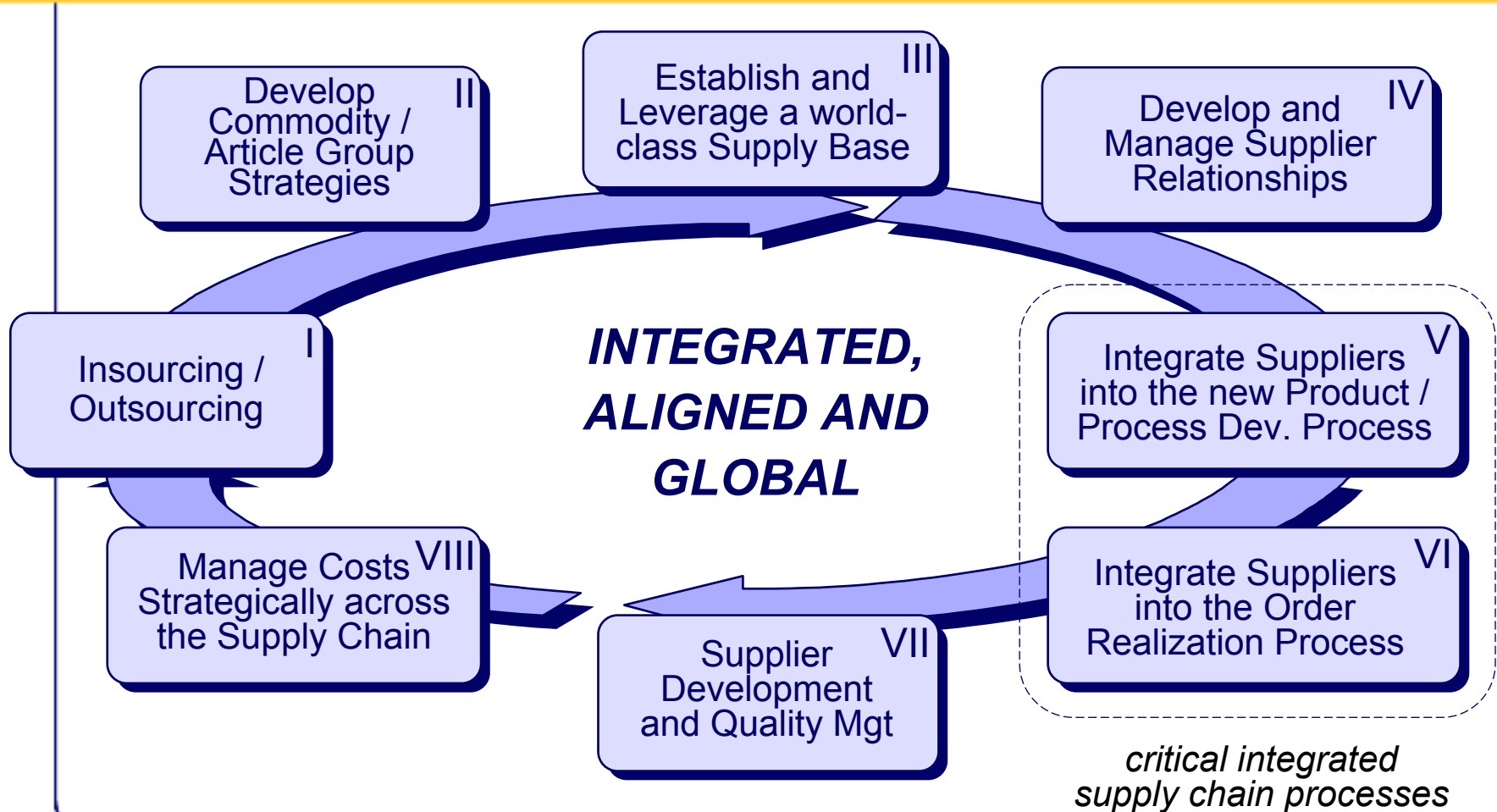
# What is Purchasing Excellence (MSU) ?

- **Initiated by Prof. Dr. Robert Monczka**
- **Michigan State University (150 companies)**
- **Looks at Supply Chain Management from 2 angles:**
  - **A. primary procurement processes**
  - **B. secondary supporting procurement processes**



# Purchasing and Supply Chain World-Class Excellence

## STRATEGIC PROCESSES



Source: Robert.M. Monczka, Ph.D.



# Observations regarding PROSPER

- **What about the costs?**
- **Does it support competition?**



# Observations regarding PROSPER

- Is an opportunity for Early Supply Involvement
- All disciplines together from Design for Environment to Design for Future



# Observations regarding PROSPER

- **It is a stimulance to further standardization and harmonization?**
  - **A. procurement processess**
  - **B. hardware (trainset, parts)**



# Observations regarding PROSPER

- **Supplier should take the lead**
- **Car versus Train**
- **PROSPER can become THE business opportunity**

