



> Nomad Digital has secured a five-year extension to its partnership with Dutch railway operator, Nederlandse Spoorwegen

## Dutch train Wi-Fi deal extension for Nomad

### TECH

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NEWCASTLE'S Nomad Digital has secured a five-year extension to its partnership with Dutch railway operator Nederlandse Spoorwegen in what marks the latest in a series of international deals.

Under a new framework agreement, the North East company will be tasked with providing on-board Wi-Fi connectivity and passenger information services on the busiest trains in the Netherlands.

The agreement sets out the general terms and conditions under which the two businesses will work, and will see Nederlandse Spoorwegen upgrading the onboard technology platform on its Intercity trains, which already use Nomad systems.

Established in 2002, Nomad Digital is the world's leading provider of

wireless connectivity and ICT solutions to the rail sector, enabling operators to enhance the passenger experience while delivering improved reliability, safety and operational efficiencies.

Its solutions include passenger information systems (PIS), onboard entertainment platforms, remote online condition monitoring (ROCM) and reliability centred maintenance (RCM) methodologies.

In 2015, the company, which employs over 300 people and has more than 50 global customers, generated revenues of £42.7m – a 47% increase from 2014.

The new agreement confirms the Netherlands as home to one of the largest fleets of trains featuring high-volume Wi-Fi and integrated PIS anywhere in the world.

It comes after a series of high-profile contract wins for Nomad at the end of 2015.

These included a new strategic partnership with Austrian company



> Nomad Digital CEO Andrew Taylor

ÖBB, which will see a range of wireless connectivity services provided on up to 900 trains and 2,000 buses.

The firm also formed a new partnership with Bombardier Transportation, which will see its digital services rolled out across the North American marketplace.

Jean-Philippe Tissot, general manager of Nomad Digital, EMEA, said: "For the last five years we

have worked with NS to provide first-class, onboard technology services and information to Dutch passengers.

"This new agreement is testament to our ability to support NS in delivering cutting-edge passenger services in a consistent fashion, and we are thrilled to remain the partner of choice for NS to implement the next steps of their vision of the Networked Train."

Andrew Taylor, CEO of Nomad Digital, added: "NS is recognised for its investment in innovative services, and we are delighted to be extending our relationship with them."

"Our partnership enables us to work together to develop pioneering solutions to improve the customer experience and journey."

NS employs around 28,500 employees, working across passenger transport, as well as station development and operation.

The company has combined revenues of €4.1bn.

### BUSINESS BRIEFING

#### Minister visits science firms

THE North East's place at the head of the booming life sciences sector has been recognised with a ministerial visit.

Life Sciences Minister George Freeman visited Polyphotonix, on County Durham's NETPark, and opened new laboratories for QuantuMDx on Tyneside.

He described the companies as the "the lifeblood of a leading cluster of 21st century life science and health technology" in the North East.

Full story: page 19.

#### Brewers back in the black

BREWER and pub operator Camerons returned to profit as its five-year plan continues to pay dividends.

In accounts for the year to May 3 2015, the Hartlepool-based firm saw its turnover rise slightly to £60.5m while profits came in at £545,281.

Camerons announced plans earlier this month to grow its pub retail estate after securing a new funding package from HSBC.

Full story: page 21.

#### Online firm looks to grow

AN ONLINE platform to promote North East musicians has set its sights on expansion outside the region.

Gigs North East website aims to establish its free services for bands in the North East having secured £50,000 in investment.

Full story: page 24.

#### Gender pay gap challenge

COMPANIES with over 250 employees will have to publish their gender pay gap under measures being announced by the Government to tackle inequality.

New league tables will also be launched giving details of companies failing to address the problem.

Full story: page 18.