

Title:

The Danish company, Railmonitor, seeks cooperation partners and customers for their specialized railway IoT solutions for monitoring infrastructure and construction.

<https://railmonitor.dk/>

Description:

Railmonitor is a Danish company, founded by engineers with skills and development of physical technical monitoring products as well as the development of software to operate the products and analyze the data which are gathered from sensors in the physical monitoring products.

Railmonitor was founded in 2015 with the ambition to enable **infrastructure owners** and **contractors** to increase operational efficiency.

The vision is to digitize rail infrastructure around the globe and make everyday sustainable in the rail industry.

The mission is to increase railway capacity, reliability, and cost-efficiency through digital transformation.

Railmonitor therefore provides a selection of digital solutions which enable their customers to make informed decisions and deliver safe, efficient, and economical projects.

Railmonitor already works in eight European countries, especially Denmark, Austria, and the Netherlands.

By using sensor technology connected with the right software **infrastructure owners** can digitize the railway monitoring processes and:

- Support and monitor maintenance activities remotely
- Reduce maintenance down time and related costs
- Optimize long-term maintenance planning
- Reduce life cycle cost of equipment
- Simplify and harmonize the maintenance procedures
- Improve your system availability and reliability
- Reduce failures and related delays
- Improve cooperation between involved actors

By using sensor technology connected with the right software **contractors** can digitize the railway monitoring processes and:

- Convert their data and trends to objective documentation
- Use data and trends to document that their project has not compromised anything
- One-of-a-kind trend analysis
- Railmonitors Digital Services Platform notifies contractors to where and to what the problems are
- Turn unpredictability into project predictability
- Data turned intelligent – Trend diagnostics – notifications before limits occur
- Increase contractors project control
- Easy access to real-time monitoring information 24/7
- Easy to install – no maintenance

Railmonitor has ambitions for growth in a number of markets, and is searching for partners in more countries. See more information below in the chapter "Type of partner sought".

Advantages and Innovations:

Railmonitor:

- is innovation-oriented and brings innovative software and physical products to the market
- disrupts the market with new technology
- has significant and well-known customers (see above)

- seeks to support the environment by having a local representative
- offers products that are improving customers' efficiency and quality of services towards railway passengers

Type of partner sought:

The ideal partner/customer is a small / smaller engineering company that already works together with railway infrastructure owners and/or railway contractors.

The partner shall supply Railmonitors with market information, e.g. about:

- knows the competitive conditions in the market
- continuously hears what comes of task inquiries and needs
- has strong relationships built up over many years
- the person concerned is expected to be a well-known and trusted person in the rail industry
- how to approach upcoming railway projects
- how to approach railway infrastructure owners and contractors to discuss cooperation

The partner shall therefore not conduct traditional sales work, but only act as a source of information bidirectional for Railmonitor.

Railmonitor already works with a number of international customers in the railway sector:

