

An aerial photograph of a city street, likely London, showing a train on tracks and buildings. Overlaid on the image are several glowing, interconnected nodes and lines, resembling a network or data flow diagram. The nodes are in various colors (red, green, blue, yellow, white) and are connected by thin white lines, creating a complex web-like structure.

# TRAIN COMMUNICATIONS SYSTEMS

the WIFI on trains conference

# 2018

6th-7th June - London

**BWCS**

Turning technology into business



# TRAIN COMMUNICATIONS SYSTEMS

London 6th-7th June 2018

There are no two ways about it: on-train passenger WiFi is a must have service, albeit one that is very hard to get right. Any train company failing to offer free, fast and reliable on-board WiFi services risks losing revenue and facing the wrath of a twitter-storm of fury from riders.

BWCS' annual WiFi on Trains Conference - Train Communications Systems 2018 focuses directly on the problems of putting WiFi onto trains. You will hear frank accounts from the train operating companies currently involved in this battle - from those trialling new trackside solutions, squeezing better connections from mobile systems, as well as those launching new innovative broadband wireless services on-board their trains as they struggle to cut costs, beat the competition and enhance the passenger experience.

There is no doubt that broadband wireless services have become a vital weapon for train operators, but keeping up with this fast moving sector is a problem. Train Communication Systems 2018 is the best place to keep abreast of the latest developments in this niche, but fast-growing sector.

This Conference, now in its twelfth year, has become a vital meeting point for train companies, rail administrators, suppliers and technology specialists all looking to drive this sector forward. Can you afford to miss out?

Online booking is open now at:

[www.Traincomms2018.com](http://www.Traincomms2018.com)

- don't miss out!

Join the debate, question the train companies that have launched services and find out where they will take them next. Almost every train operator from around the world that has launched a WiFi on-Trains service will be present. This is your chance to meet the people who are shaping this market, who are driving it forward and bringing in new services, ideas and technologies.

Please be advised that places are extremely limited and are selling out fast. To reserve your place now - please use the online order form at [www.Traincomms2018.com](http://www.Traincomms2018.com), complete the attached form on the back of this brochure or contact:

[Ross.Parsons@BWCS.com](mailto:Ross.Parsons@BWCS.com)

Held in London on June 6th and 7th, in central London, the Conference attracts train operators and suppliers from all over the world. Those attending will hear directly from train companies that are launching services, adding new cost-cutting solutions and driving up passenger numbers by adding integrated broadband solutions.

BWCS has worked with all the major players in this new market to make Train Communications Systems 2018 a success. Over two days, a combination of interactive workshops, panel sessions, presentations and networking sessions will explore the commercial and technical issues arising from the deployment of these services around the region.

As ever, the Conference will provide a great networking opportunity and a very limited number of sponsorship positions are still available. For further information on getting involved please contact:

[Ross.Parsons@BWCS.com](mailto:Ross.Parsons@BWCS.com)

## Venue



This year's Conference will be held at the luxurious 5 Star Grange City Hotel (8-14 Coopers Row, EC3N 2BQ), near the Tower of London.

The Grange City Hotel has agreed to offer a discounted room rate to those attending the Conference. However, these are available on a first come first serve basis so please book early.

To take advantage of this rate lease contact the Grange City Hotel directly.

Grange City Hotel  
8-14 Coopers Row  
EC3N 2BQ  
London

Tel: 020 7071 5535

Fax: 020 7071 5506

<https://www.grangehotels.com/hotels-london/grange-city/about-this-hotel>

## Conference sponsors

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[www.traincomms2018.com](http://www.traincomms2018.com)

## Day 1 - June 6th

### Session One – Developing new approaches and new solutions for better on-train connectivity

#### 8.45 Registration and coffee

#### 9.15 Opening Speech – The WiFi on Trains Paradox – Can the Business Models Ever Justify the Investment Needed to Provide a WiFi Service Passengers Really Want

Graham Wilde, CEO BWCS

#### 09.30 Delivering Passenger Connectivity on the UK Rail Network

Keith Monserrat, Network Rail Telecoms

#### 10.00 Developing the World's Biggest Public WiFi Network - the RailWire Eco-System from RailTel and the Path Ahead in India

Ashutosh Vasant, CMD and Director (POM), RailTel Corporation of India Ltd, part of the Indian Ministry of Railways

#### 10.30 -10.45 Coffee

#### 10.45 Connected London – Turning London into a Gigabit City

- Improving wireless and fibre connectivity across London

Matthew Griffin, Head of Telecoms Commercial Development, Transport for London

#### 11.15 US Emerging Trends in Wireless Connectivity for Transportation

- Passenger WiFi now an expected amenity on passenger transport in the US
- Penetration and business models of wireless connectivity on US train and bus fleets
- How do transit agencies justify investment in on-board WiFi
- Case studies for delivering the fastest and most reliable connection to vehicles

Jim Baker, CEO, Xentrans

#### 11.45 Nomad's Vision for our Future Technology and Architecture and the Future World of On-Train WiFi

- Present markets and issues
- Offering customers what they really want

Jeremy Haskey, Global Engineering Director, Nomad Digital

#### 12.15 Panel Session: Are Trackside Networks Inevitable?

Featuring: Keith Monserrat (Network Rail), Ashutosh Vasant (Indian Railways), Jim Baker (Xentrans), Jeremy Haskey (Nomad Digital), Matt Griffin (Transport for London) Chaired by Graham Wilde, BWCS

#### 12.45 Lunch Sponsored by BAI Communications

### Session Two – Emerging New Services

#### 2.00 PlayRenfe, More than WiFi, on Renfe's High Speed Trains

- Technological challenges
- Becoming a communications channel with our customers
- Developing advertising revenue opportunities
- Future developments

Victoria Díaz Alegre, Director of Digital Technology, RENFE Viajeros

#### 2.30 Practical Solutions Towards the 1 Gigabit Train

- How the UK rail and telco industry can rise to this challenge
- Making the most of Licenced and Unlicensed Spectrum
- Native Voice: why this is still a vital service for passengers

Malcolm Keys, Director, BAI Communications UK

#### 3.00 Speed Networking and Coffee

#### 3.45 High-Speed WiFi Across Four Countries

Emmanuel Dalmar, Thalys

#### 4.15 How Secure is Your On-Train WiFi Connection?

- On train WiFi is now the norm. What about security?

Pierre Eisenmann, 21Net

#### 4.45 Panel Session: With all These Things to Worry About, is On-Train WiFi Worth It?

Featuring: Victoria Díaz Alegre (RENFE Viajeros), Emmanuel Dalmar (Thalys), Pierre Eisenmann (21Net), Malcolm Keys (BAI Communications), David Maxson, Isotrope

Chaired by Graham Wilde, BWCS

#### 5.15 Closing Remarks, BWCS

#### 5.30 Cocktails – Sponsored by 21Net

## Day 2 - June 7th

### Session Three – Improving Train-to-Shore Connectivity

#### 09.15 BWCS Welcome

#### 09.30 Icomera - Making the Digital Train a Reality

- A real-world IP Train & Cybersecurity Case Study

Daniel Jaeggi, Icomera, Mike Paterson, Arriva Trains, Robert Brown, Razorsecure

#### 10.00 Do You Know if Your Customer is satisfied? - User Experience Versus Service

KPIs Versus Technical Availability  
Berno Friedl, Senior Produktmanager ITK, Deutsche Bahn, Germany  
Wolfgang Balzer, Focus Infocom GmbH

#### 10.30 - 10:45 Coffee

#### 10.45 The Present and Future of Train-to-Ground Communications

Umberto Malesci, Fluidmesh

#### 11.15 How Innovation Can Drive Passenger Experience Enhancements

- Really high-performing internet delivering x TB per train per month equals great passenger experience
- LiveTV being turned on again for event, with ORF
- Full TV Thek on train
- Fidelio (classical music system)
- t-seat catering ordering launch

Bernhard Krautschneider, OBB, Austrian State Railways

#### 11.45 The recommended route to Gigabit trains

- Technology alternatives
- Case studies and examples

Nir Hayzler, RADWIN

#### 12.15 Panel Session: Can Train Passengers' Insatiable Demand for Fast / Reliable On-Train WiFi be Satisfied – and Should we Try?

Featuring: Peter Kingsland (Icomera), Umberto Malesci (Fluidmesh), Nir Hayzler (Radwin), Bernhard Krautschneider (OBB), Berno Friedl (Deutsche Bahn), Henri Ploom, Rebelroam, Chaired by Graham Wilde, BWCS

#### 12.45 Lunch Sponsored by RADWIN

#### 2.00 Network vs Stand-alone: Infrastructure-as-a-Service for Trains

- The status quo: many proprietary applications and systems
- The TCO of proprietary systems and bad results
- Infrastructure-as-a-Service for public transport - using WiFi as the heart of train-land communication
- DB's connected trains concept for new and used vehicles and the WiFi solution

Melvin Zinngrebe, DB Fahrzeuginstandhaltung GmbH

#### 2.30 Claiming Custody of WiFi on Trains

- Rebuilding the Value of WiFi on Trains

Jim Allison, Manager of Planning, Capitol Corridor Joint Powers Authority

#### 3.00 – 3.15 Coffee

#### 3.15 Developing a Strategic Roadmap to Stay Ahead of the Technology Curve and Enhance the Passenger Experience

- Developing the strategy – to stay ahead of technology curve
- Leveraging the connectivity backbone
- Maximising passenger satisfaction
- Learning from the supply chain – to confront industry challenges

David Lowry, Fleet manager, Translink Trains, Northern Ireland

#### 3.50 Perth (Western Australia) Public Transport Authority Challenges Towards a Potential Free WiFi Full Deployment

Guillaume Massardier, Project Manager, Network & Infrastructure, Public Transport Authority of Western Australia

#### 4.20 A Decade of Passenger Connectivity

- the Next Chapter in the Swedish WiFi On-Trains Success Story

Göran Linné, On-Train WiFi Project Manager, SJ Trains

#### 4.50 Panel Session – The Great Debate: The Next Stop for WiFi on Trains?

Featuring: Melvin Zinngrebe (DB Regio), Göran Linné (SJ Trains), Guillaume Massardier (Public Transport Authority of Western Australia), David Lowry (Translink) Jim Allison (Capitol Corridor Joint Powers Authority)

Chaired by Graham Wilde, BWCS

#### 5.20 Closing Remarks and End of Conference - BWCS



# TRAIN COMMUNICATIONS SYSTEMS

London 6th-7th June 2018

## How to book your place at Train Comms Systems 2018

Simply fill in this form and either send, fax or scan and email it back to us

### Booking details / TCS2018

#### Step 1

Choose the billing currency

(Note - credit card payments will be charged in £ only)

Please tick box

£

US\$

Euro

#### Step 2

Yes, I wish to attend the Train Communications Systems 2018 conference on June 7<sup>th</sup> and 8<sup>th</sup> 2018 in central London

Please reserve a place for me for Day 1

£990

Please reserve a place for me for Day 2

£990

Please reserve a place for me for both Day 1 and Day 2

£1,450

Please add VAT @ 20%

If you have selected US\$ or Euro as your billing currency, the order value will be converted at the current exchange rate.

For group bookings please email [Elaine.Cale@BWCS.com](mailto:Elaine.Cale@BWCS.com)

#### Step 3

How would you like to pay?

I have arranged a bank transfer

See bank transfer panel

or Cheque enclosed

Payable to: BWCS Ltd

or Bill my credit card

See credit card details

or Please invoice my company

#### Cancellation policy

If you cancel before 30th April 2017 we will refund your booking fee less a £50 administration charge. After that date, you will be invoiced for the full booking fee, but we will be pleased to accept substitutions from your company.

### Please return this booking form to BWCS Ltd:

BWCS Ltd, 6 Worcester Road, Ledbury Herefordshire, HR8 1PL, UK

Tel: +44 1531 634326 Fax: +44 1531 631443

I would like to find out about BWCS's Telecoms Consulting Practices:

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| <input type="checkbox"/> Defence and Security              |   |

### Delegate details

Name

Position

Organisation

Address

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ZIP/Postcode

Country

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Email

Signature

Date

### VAT

Company VAT number:

### Bank transfer

To pay direct by bank transfer please contact [Elaine.Cale@BWCS.com](mailto:Elaine.Cale@BWCS.com)

### Credit card

Credit Card payments can be made securely online at [www.Traincomms2018.com](http://www.Traincomms2018.com) or contact: [mandy.cale@bwcs.com](mailto:mandy.cale@bwcs.com)