MARKET IMPACT EVALUATION
ERRAC was set up in 2001 and is the single European body with the competence and capability to help revitalise the European rail sector:
• To make it more competitive
• To foster increased innovation
• To guide research efforts at the European level

ERRAC Project Evaluation Working Group (EWG)
Objectives:
• Determine the market impact of previous rail research to improve use of research funding
• Ensure a strategic approach to the prioritisation of rail research

Project Evaluation
• Individual projects are evaluated after they have been completed to ensure successful dissemination of project results
• To ensure that the results of previous rail research can be taken into account for future projects
• To avoid weak market uptake of results by learning the lessons of previous research
• The EWG will provide intelligence based on the project evaluations for input into future European Framework Programmes
TREND
EVALUATION FROM 2008

<table>
<thead>
<tr>
<th>Project acronym:</th>
<th>TREND</th>
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<tbody>
<tr>
<td>FP:</td>
<td>6</td>
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<td>Programme acronym:</td>
<td>FP6-SUSTDEV</td>
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<tr>
<td>Project Reference:</td>
<td>TREN-05-FP6TR-S07.43661-513504</td>
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<td>Call identifier:</td>
<td>FP6-2006-TREN-4</td>
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<tr>
<td>Total Cost:</td>
<td>€ 3,252,083</td>
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<td>EU Contribution:</td>
<td>€ 3,099,812</td>
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<tr>
<td>Project Coordinator:</td>
<td>Marian Gaidzik (HaCon Ingenieurgesellschaft GmbH)</td>
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<td>Web references:</td>
<td><a href="http://www.trend-project.com/content/view/30/72/">http://www.trend-project.com/content/view/30/72/</a></td>
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- Presented by:
- Date evaluation:
- Market uptake: Strong
- Follow up projects: CREAM
- Other related Projects: REORIENT, NEW OPERA
ERRAC Project Evaluation Group

Project: TREND

„Towards new Rail freight quality and concepts in the European Network in respect to market Demand“
TREND

Objective:
Against this background, the TREND Co-ordination Action sees its responsibilities in providing two major results as an input to the EC rail transport policy, thus responding to the Call 2A requirements:

• First of all, TREND gathers all necessary information to assess the general progress in the establishment of a European Railway Area. As a core product Part A will provide an “evaluation scheme for integration” (scoreboard) only after one year.

• Secondly, TREND seeks to recommend a coherent conception of individual actions as a “break down” of the White Paper’s general framework.

If these actions were implemented co-ordinated and according to a reasonable scheduling, the concept should enable to achieve a quantum leap for Trans-European rail services in quality, efficiency, and in volume, in particular.

The main result of Part B is thus a “Specification” for the envisaged Integrated Project (IP) “New Concepts for Trans-European Rail Freight Services”
Details

- FP 6
- Total Cost: 3,252,083 € (planned)
- EU Contribution: 3,099,812 € (maximum contribution following the contract / final settlement pending)
- Start and duration: 01.02.2005 – 18 months
- Scientific Coordinator: HaCon Ingenieurgesellschaft mbH

Background

Partners

- HaCon
- CDV
- CER
- Gruppo CLAS
- KombiConsult
- ProgTrans
- Transman
- UIC
- UIRR
- IVE
- nearly 70 external Experts (Railway Undertakings, Infrastructure Operators, Intermodal Operators, Forwarders and Customers)
Background

Tasks:

• **A1**: Development of the **design of the knowledge base** and the **concept for information gathering** in 13 selected European countries; followed by **country based surveys** and investigations including **expert interviews** on the current situation in the railway sector with particular emphasis on conditions and prospects for the **implementability of fully interoperable freight corridors**;

• **A2**: Horizontal analysis of the **different country-specific institutional arrangements** and **organizational set-ups**, and assessment by means of an evaluation scheme, including the deduction and evaluation of possible links between the various organizational developments and the **reasons for the differences in progress towards interoperability in the rail freight sector**; establishment of the **knowledge base for decision support** with respect to legislative and management issues; **development of an intra-industry support scheme** and of an **incentive scheme** supported jointly by the railway industry and the European Union; ...
Background

Tasks:

- **A3:** Summarizing the results with the aim to obtain a comprehensive picture of the current status in the European Railway Area, with regard to barriers and opportunities which are important for the establishment of pan-European freight corridors; recommendations for policy support at national and EU level and intra-industry support for know-how transfer and best practice applications.
Background

Tasks:

- **B1:** Analysis of existing/envisaged **shapes and contents of co-operations** set up to **alleviate or eliminate existing barriers** for **seamless international freight services** based on available results of five freight corridors:
  - The Netherlands – Italy via Germany and Switzerland (Gotthard and Simplon/Lötschberg),
  - The Netherlands – Italy via Belgium, Luxembourg, France, and Switzerland,
  - Germany – Italy via Austria (Brenner),
  - Germany – Iberian Peninsula via France,
  - Ukraine – Iberian Peninsula via Hungary, Slovenia, Italy and France;
Background

Tasks:

- **B2:** Choice and analysis of up to 5 supplementary important freight corridors (to be defined through market potential analysis and background know-how of the Partners) based on the proven methods developed within the framework of the previous corridor studies and on current UIC work as well as on the EUFRANET study. This will be further improved through experience gathered in Part A. The recommendation of these corridors is most suitable to configure a successful IP;
Background

Tasks:

- **B3:** Elaboration of appropriate concepts (business cases) to meet market requirements for innovative Trans-European rail freight services. This will include an analysis of innovative operational and technical solutions to improve international freight services and recommendations for implementation (as done for Barcelona – Montpellier, Woippy – Mannheim, Lyon – Torino, etc.);

  **Analysis and Evaluation of different practices** on existing relations between RUs, IMs and RU/IM – identification of best practices in the range between the co-operation and/or competition model in the overcoming of administrative, legal, cultural and technological barriers in the rail sector;
Background

Tasks:

- **B4:**
  Deduction and development of appropriate Key Performance Indicators (KPI) and **quality standards**, taking into account existing activities in this field (e.g. FTA Short Sea Shipping indicators, UIC work on RU-RU quality agreements, UIC CTG work on RU-IM quality agreements, UIRR-UIC work on RU – intermodal operator relation, etc.) by involvement of all market participants (demand and supply);
Background

Tasks:

- **B5:**
  Elaboration of an *infrastructure development scheme* on up to ten corridors in line with the newly developed concepts (e.g. application of quality measurement) and taking into account the expected increase of rail freight volumes, the operational measures and concepts for new services of the RU and the advanced forms of co-operation between IMs; Development of the **TREND GIS-System**;
Background

Tasks:

- **B6:** Elaboration of appropriate business model (e.g. an open platform) defining rules/provisions concerning operational processes and equipment as a basis for future international cooperation between RU. This will consider the area of conflict between co-operation and competition and take into account existing initiatives like the Technical Specification on Interoperability (TSIs);
Background

Tasks:

• B7: **Conclusions and recommendations** for the implementation of change in the European rail freight area as a final bracket and output of each of the before mentioned objectives.

In detail it will focus on **specification for the IP**;
Evaluation

Links to other Projects:
Cooperation agreement between TREND and
- REORIENT (few information from REORIENT side / different schedules – TREND Workpackages have been finished before the respective REORIENT Workpackages began)
- NEW OPERA (active cooperation from both sides)

Follow-up Projects:
- CREAM
  - Most of the important results and finding of TREND have been used to set up the CREAM project
  - The findings will be further developed and then demonstrated in the integrated project CREAM
Evaluation

Achievements:
- Assessment of general progress in the establishment of a European railway area
- List of best practices
- Conclusions for revitalizing the railways ...
- Analysis of prerequisites for innovative and new concepts for Trans-European rail freight services
- Innovative rail freight services
- Key performance indicators/quality standards
- Infrastructure development scheme
- Business Models for international co-operation
- Example corridor for a new Business Model
- Concept for the implementation of change in the European rail freight area
- Recommendations for an Integrated Project
- Specification of terms of reference
- Evaluation and recommendation of corridors
- Recommendations of services and innovative components
Evaluation

Evaluation criteria:

1. Were the results implemented in the design of the new products and services? Were these new products/services put into commercial operation – **YES**

2. Is new legislation and standardization based on findings from this research project – **The results may be used for that**

3. Are the results of the project implemented across Europe or only in a small number of Member States – **YES**

4. Are the results of the project implemented outside Europe before being accepted in Europe – **NO**
Evaluation criteria:

5. Did the projects increase competitiveness of the European railway sector abroad with regard to products, services, standards and system design – **YES**
6. Did the project increase competitiveness of the railway transportation compared to other transport modes – **YES**
7. Are the results of the project taken into consideration when preparing public tenders – **YES**
8. Does the implementation of the project results help facilitate cross-border operations by problem-solving in the domain of interoperability – **YES**
European Rail Research Advisory Council

FIRE: Evaluation

Evaluation criteria:

9. Does the implementation of the project results help facilitate inter-modal operations by problem-solving in the domain of inter-modality – **YES**

10. Can benefits be assessed in financial terms – **Only Indirect**

11. Applicability of results to future scenarios – **Yes**

12. Usefulness of research procedures for future projects (incl. modeling) – **YES**
Reasons for outcome

- ...
- ....
Lessons learnt

• ....
• ..
• ...
• ....
• ...