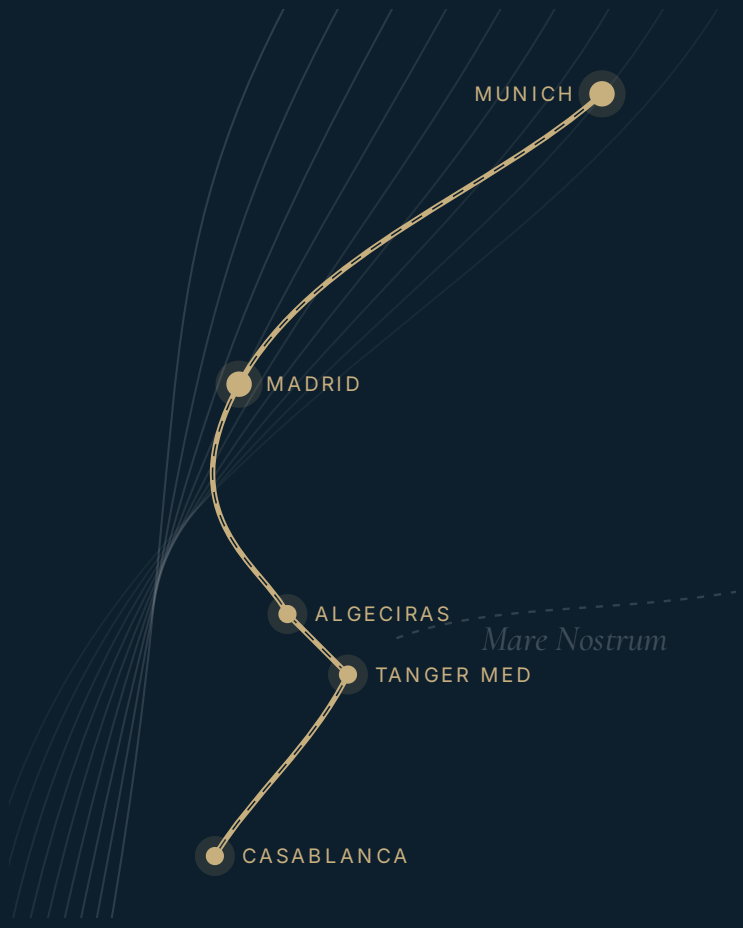
JBS
INTERNATIONAL ADVISORY

BROCHURE
02
OF 04



SERVICE BROCHURE 02

Rail, Transport *& Logistics Strategy*

Technical, strategic and EU funding advisory for rail infrastructure, signalling, intermodal corridors and supply chains.

Signalling · ERTMS · Tenders · EU Funding · Intermodal · Supply Chain

jbs-international.com · contact@jbs-international.com

RAIL IS OUR HOME GROUND

Strategy built on *real industry experience*

Rail projects are long, technical and highly regulated. Success depends on understanding how infrastructure managers plan, how tenders are evaluated and how EU frameworks shape every decision.

JBS brings 27 years inside the industry — leading international signalling business, bid teams and partnerships — combined with first-hand experience as an external expert evaluating CEF / ERTMS funding calls for the European Commission.

27 years
in the European railway industry

Signalling
international business since 2003

EC expert
CEF / ERTMS call evaluations

IN THIS BROCHURE

01 Rail Infrastructure & Signalling Strategy
02 Tender & Bid Strategy for Rail Suppliers
03 EU Funding & CEF Advisory
04 Intermodal & Trade Corridor Strategy
05 Supply Chain Strategy & Network Development

Scope and fees are defined for each engagement. Advisory services only — not legal or financial advice.

01 Rail Infrastructure & Signalling Strategy

ERTMS · ETCS · TSI · ERA · TEN-T

TYPICAL TIMELINE
1–12 weeks / ongoing

Strategic, technical and institutional advisory covering infrastructure planning, signalling, interoperability and EU frameworks.

WHAT WE DO

- Railway infrastructure planning: conventional, freight and TEN-T corridors
- Interoperability and EU technical frameworks (TSI, ERA, CCS roadmap)
- High-level ERTMS / ETCS and signalling advisory
- Deployment strategy and implementation guidance
- Coordination between operators, infrastructure managers and ministries

WHAT YOU RECEIVE

- ✓ Sector brief or technical memo
- ✓ Strategic assessment
- ✓ Expert review of third-party documents

HOW TO ENGAGE

Brief | Strategic assessment | Expert retainer

02 Tender & Bid Strategy for Rail Suppliers

Tenders · Bid / No-bid · Local Partners · Positioning

TYPICAL TIMELINE
2–10 weeks / ongoing

Help rail technology suppliers win international tenders — from pipeline qualification to partner selection and offer positioning.

WHAT WE DO

- Tender pipeline mapping by country and customer
- Bid / no-bid assessment and win strategy
- Customer requirements, evaluation criteria and homologation barriers
- Local partner, subcontractor and consortium selection
- Independent review of the offer before submission

WHAT YOU RECEIVE

- ✓ Qualified tender pipeline
- ✓ Win strategy and positioning
- ✓ Partner shortlist and introductions

HOW TO ENGAGE

Tender brief | Bid support sprint | Business development retainer

03 EU Funding & CEF Advisory

CEF · Horizon Europe · TEN-T · Green Deal

TYPICAL TIMELINE
2–10 weeks

From opportunity scouting to submission-ready proposals — with the perspective of an external expert who evaluates EU funding calls.

WHAT WE DO

- Call scouting and matching with EU priorities
- Concept shaping, eligibility and fit assessment
- Proposal architecture: objectives, work plan, milestones, KPIs, budget logic
- Partner mapping and consortium structuring
- Mirror evaluation: strengths, weaknesses and action plan

WHAT YOU RECEIVE

- ✓ Funding fit & opportunity map
- ✓ Mirror evaluation report
- ✓ Submission-ready proposal

HOW TO ENGAGE

Opportunity map | Mirror evaluation | Bid sprint | Retainer

04 Intermodal & Trade Corridor Strategy

Rail–Port · Freight Corridors · EU–MENA · Atlantic · Med

TYPICAL TIMELINE
2–8 weeks

Strategic advisory for intermodal networks, freight corridors and logistics hubs connecting Europe, the Mediterranean and beyond.

WHAT WE DO

- Rail–port connectivity and hinterland strategy
- Freight corridor analysis: EU, Euro-Med, Atlantic, EU–MENA
- Connectivity gaps, bottlenecks and new service opportunities
- Positioning of terminals, ports and logistics nodes
- Funding opportunities for corridor projects

WHAT YOU RECEIVE

- ✓ Corridor feasibility brief
- ✓ Intermodal strategy pack
- ✓ Stakeholder map for the corridor

HOW TO ENGAGE

Feasibility brief | Strategy sprint | Advisory retainer

05 Supply Chain Strategy & Network Development

Supply Chain · Network Design · EU–MENA–LATAM

TYPICAL TIMELINE
2–8 weeks

End-to-end supply chain mapping and network design that links industries to ports, rail and logistics hubs — with resilience built in.

WHAT WE DO

- End-to-end supply chain mapping
- Network architecture and flow design
- Linking industries to ports, rail and logistics hubs
- Cross-border corridor integration (EU–MENA–LATAM)
- Resilience, risk and diversification strategies

WHAT YOU RECEIVE

- ✓ Supply chain diagnostic
- ✓ Network strategy & blueprint
- ✓ Flow mapping workshop

HOW TO ENGAGE

Diagnostic | Strategy sprint | Implementation retainer

Why JBS for rail

- Two decades leading international signalling business — sales, bids, engineering and partnerships
- Direct experience in Europe, North Africa, the Middle East and Latin America
- Inside view of EU funding evaluation as a Commission external expert
- Network across operators, infrastructure managers, industry and institutions

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JBS
INTERNATIONAL ADVISORY

LET'S TALK

Senior advice. Tailored scope. *Real results.*

Every engagement starts with a short, no-obligation conversation to understand your objectives. We then propose a clear scope, timeline and fee.

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THE JBS BROCHURE SERIES

00 Corporate Profile & Advisory Disciplines

01 EU Funding & Regulatory Advisory

02 Rail, Transport & Logistics Strategy

03 International Partnerships & Market Expansion

04 Sector Advisory for Investors

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