

# ELSI

## NEW – Entry Level Supplier Initiative

### A new route to the rail market

It has been recognised for some time that the **perceived difficulties of qualifying for the UK Rail market can act as a disincentive to new suppliers seeking to enter this market for the first time.**

The **Rail Alliance** has engaged with organisations in these categories and acts as a source of information on how to enter the rail market and as a source of timely advice and tailored assistance. It aims, most importantly, to identify and pass on business development opportunities at home and abroad to those in the rail sector.

**Achilles** is the provider of **Link-up**, the UK Rail Industry Supplier Qualification System of choice. It has breadth of coverage across all areas and sectors within the industry and has been developed to meet the industry's needs.

The Rail Alliance and Achilles have worked together to develop a method where potential suppliers can realise a simpler route to join the Link-up system and to therefore enable them to be visible to rail industry buyers.

We realised that what is important in any development in this area is that both suppliers and buyers see a benefit and that there is no sense of these suppliers becoming “second class” to the suppliers already visible to buyers via the Link-up system.

*Andy Harrison*

Director, Rail and Transport  
Achilles Information



The **Entry Level Supplier Initiative (ELSI)** is a jointly developed route to membership for suppliers who are new to the Rail industry that satisfies all of these requirements.

The benefit of this route for suppliers is that it enables them to be visible via the same system that buyers already use for sourcing many of their key rail specific products. For buyers it broadens their choice of suppliers and brings in to their existing sourcing processes, at their desktop, a wider range of new suppliers and products and services that were not there before.

By engaging with ELSI through the Rail Alliance potential new suppliers can gain information on who is already in this space, whether any of their competitors are already active and also who might be potential customers. This, together with well informed advice and guidance as to how best to enter the Link-up system dependent on the supplier's offering or requirements.

Clearly what joining Link-up does not do for potential suppliers is guarantee tender opportunities or contracts. It supports their existing marketing effort and gives them a presence where buyers are looking to source.

For more information contact the Rail Alliance on 01789 720026 or email [info@railalliance.co.uk](mailto:info@railalliance.co.uk)

*Colin Flack*

Executive Director  
Rail Alliance

