



Memorandum

of

Understanding

for

GSM-R

Marketing Activities

Memorandum of Understanding for GSM-R Marketing Activities

The undersigned parties recognise that

- GSM-R is the future radio transmission network for all voice and data Railway services.
- the GSM-R standard and its development was initiated by the European Railways under leadership of UIC and supported by the EC. The introduction of GSM-R as a standard for the Pan-European Rail Traffic Network was based on the European Directive No. 96/48 dated 23rd July 1996 and the EIRENE specifications.
- 32 European Railway Organisations signed an MoU and agreed that in the development and introduction of new radio communication systems for railway operations in Europe, it is important that a common standard has to be introduced and that they will begin GSM-R implementation by 2003 at the latest.
- the 32 European Railways will ensure that full technical interoperability (as defined by the mandatory requirements of the EIRENE specification) is maintained within their respective railways systems.
- GSM-R is today an advanced, proven and available technology.
- GSM-R may continue to remain a niche market and it's therefore important that a large number of railways implement GSM-R systems in the near future in order to allow the supplier of GSM-R equipment to benefit from economies of scale.

With the objective of achieving increased GSM-R market penetration, the undersigned parties wish to perform a world wide marketing campaign of the GSM-R standard.

The undersigned parties will define and realise a common marketing campaign with the following objectives :

- Expanding the GSM-R market for railway radio communication.
- To ensure name recognition on the GSM-R standard.
- Promote in the market place that GSM-R, based on railways requirements and standardised by EIRENE, can be a world wide communication system for railways.
- To present GSM-R as an available standard and proven system.
- To ensure that GSM-R is the Railways first choice digital radio system.
- GSM- R can improve Railway's internal communication networks, processes, safety and reduce operating costs. GSM- R can also open new business opportunities for Railways.
- To organise common events and marketing activities, e.g. common appearance at fairs, customer workshops, advertising campaigns and advertising media.

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The parties to this MoU agree to periodically review the results of co operation and, whenever required by one of the parties modification will be considered by the signatories. Any modification of this MoU shall be agreed by written consensus.

Neither Party shall be liable to the other Parties for any individuals, incidental, special or consequential damages or for any loss of profit, loss of business revenue, failure to realise expected savings or any other commercial or economic loss of any kind whatsoever deriving from or arising out of the performance or non-performance of this MoU.

This MoU shall not be taken to create any joint venture, partnerships or other similar arrangement and the parties shall at all times stand in relation to each other as independent contractors. No party shall hold itself act to any third party as the agent of the others.

No one person is allowed to speak on behalf of group without consent from group.

This MoU may be abrogated by mutual consent or after 12 month from its date of execution.

This MoU comes into effect on the 1st March 2001.

Annex: Signatures of the MoU member companies