

Contact
Claus Feyling
Mob. +47 908 24 018

Your ref.
R. Hundt

Our ref.
Innotrans'22 support

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E-mail: claus.feyling@railcomplete.com

Letter of Support for ASTRAN Business Consulting GmbH, Am Kiel-Kanal 1, 24106 Kiel, Germany

Dear Sir or Madam,

We, Railcomplete AS, based in Oslo, have specialized in the development of digital planning software for the railroad market. With RailCOMPLETE® (RC) we have developed a tool that covers all aspects of railway infrastructure planning. As RC is already successfully used in the Norwegian railway market, we asked ASTRAN Business Consulting GmbH, based in Kiel, to develop a market entry strategy for our company for the German railway market, to identify potential customers and partners and to organize exploratory talks.

From a technical and methodological point of view, we were able to fully achieve our goals and gain new knowledge. The ASTRAN team has extensive and in-depth IT and railway market knowledge as well as a usable industry network. Therefore, we gained a comprehensive insight into the German railway market for planning systems for signaling and for overhead catenary systems and were already able to hold initial discussions with potential customers and cooperation partners.

In a second project we continued our cooperation with ASTRAN. This involved trade show support before, during, and after InnoTrans 2022 to comprehensively develop the market insights gained.

We have always been very satisfied with ASTRAN's services. It has been a pleasure to work with the dedicated and always highly motivated ASTRAN team, at a possible further opportunity we will gladly continue the cooperation.

Yours respectfully,
Railcomplete AS



Claus Feyling
CEO

Railcomplete AS
Brageveien 4a, H0401
0358 OSLO, NORWAY
<https://www.railcomplete.com>

Mail us: info@railcomplete.com
Visit us: Fornebu. 33
1366 LYSAKER
NORWAY

Bank: 1503.65.83158
IBAN: NO28 1503 6583 158
BIC (SWIFT): DNBANOKKXXX
VAT no.: NO 916 118 503 MVA