

# New business development strategy

## Collaborative innovation and sharing knowledge



**We like to share our knowledge with our partners**

The management of Movares has a long term strategic vision on how to organize and to execute innovation. We believe in a continuous improvement of our processes, products and services. For more than 15 years Movares has been investing significant budget and human resources for innovative projects and experiments. We challenge all employees to come up with new ideas and search for new technologies with added value for our customers and portfolio. We believe that innovation must be completely embedded in the organization of Movares to obtain the best results.



### **Fast results**

Therefore we have organized innovation groups in every department close to our day-to-day business. In these groups, employees working on our clients' projects brainstorm about innovative ideas and concepts. Ideas resulting in a promising business case are then evaluated in the Innovation Council for final approval. To obtain results within a few weeks, we created the Innovation Studio, where employees work on innovation projects up to 100% of their time. After each phase there is a Go/NoGo decision in the innovation council.



### Inspiration

Chairman of the Innovation Council is the CTO and member of the board of directors of the division. This reflects the importance of innovation for Movares.

Our innovation is driven and inspired by this motto: *"Implementation is the success of innovation"*.

### Eurolocking

A recent example of a successful innovation of Movares is Eurolocking. Eurolocking is a new railway interlocking system based on commercial off-the-shelf safety controller hardware, originally used in the oil and gas industry, now also successfully implemented in a number of railway applications in the Netherlands.

Because we believe in open innovations and sharing knowledge we don't seek intellectual property rights or patents. Hence, regarding Eurolocking all intellectual property rights of the application logic and safety case belong to the Dutch rail infrastructure manager (RIM) ProRail.

### Your turn to contact us

At Movares we are very interested to share our knowledge and ideas to innovate and improve your business.



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