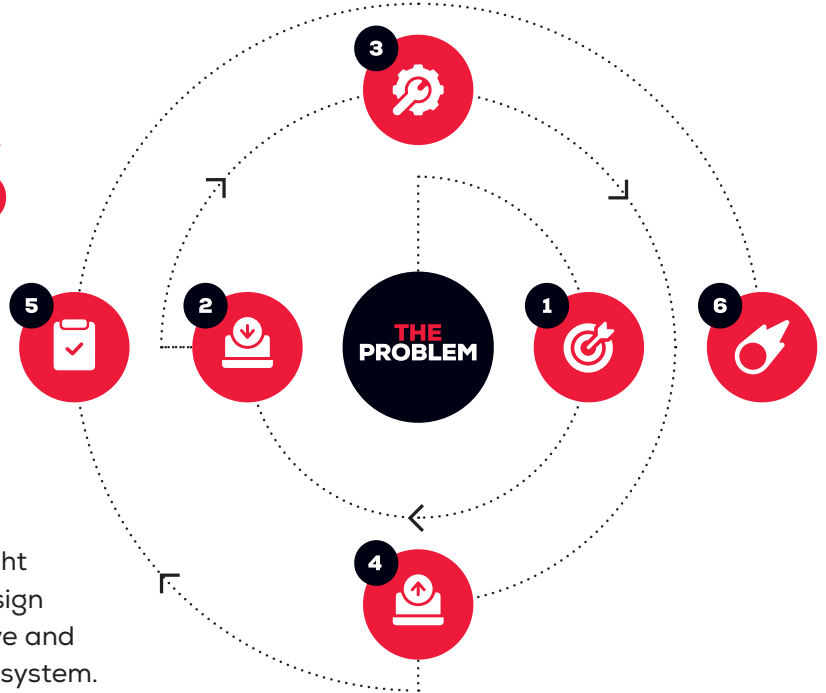


CASE STUDIES

ULTRA LIGHT RAIL PARTNERS LIMITED / SME SUPPORT PROGRAMME

Established by four partner companies including Pre-Metro Operations, Ultra Light Rail Partners Ltd (ULRP) is working to design and deliver the world's most cost-effective and environmentally friendly public transport system.

Their work centres on the BioUltra, a zero-emission biomethane or green hydrogen-powered train and tram family of vehicles. As a start-up, ULRP needed commercialisation support to progress their vision of delivering this non-electrified, lightweight and affordable rail-based transport solution.



OBJECTIVES

The primary objectives of the intervention were to raise ULRP's industry profile and identify potential routes to market for the BioUltra.



INPUTS

BCIMO provided a 12-hour 'Commercialisation Support' intervention via its SME Support Programme, a scheme funded by European Regional Development Funding (ERDF).

This was delivered by BCIMO and collaborative partner, Rail Business Daily (RBD).

**3**

ACTIVITIES

An interactive discovery workshop was held, during which participants discussed ULRP, explored the innovation and commercial challenges it was facing, and looked at the policy and regulations it would need to navigate.

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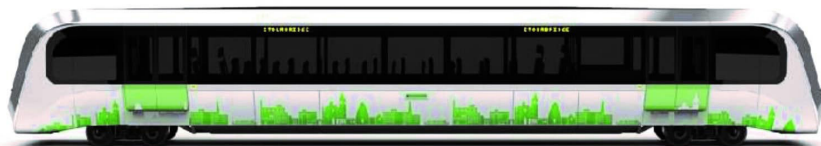
OUTPUTS

The workshop was followed by an insights session and feedback presentation which included three commercial opportunities for the team to consider. A profile-raising advert was also delivered by RBD.

5

OUTCOMES

ULRP is now in a position to discuss these potential partnerships in more detail, considering new, previously unexplored routes to market.


BioTrain

BioTram


LONG-TERM IMPACTS

After identifying new commercial opportunities and beginning to raise its industry profile, ULRP is one step closer to bringing its affordable, sustainable rail solutions to market.



The discovery workshop with BCIMO and Rail Business Daily was particularly helpful in that both these highly experienced parties really understand our business, as well as the innovation and commercial challenges we're pursuing, together with the policy and regulatory backdrops.

The routes ahead and potential partners suggested make sense and were not previously known to us or even thought of as possibilities. As a startup any profile-raising is always helpful. We see this support package as a key stepping-stone in bringing our affordable, sustainable rail solutions to market.

- Beverley Nielson, Chairman, ULRP