

# 3 Company Profiles and Project Experiences

## 3.1 DB International GmbH

### 3.1.1 Company Profile and Scope of Service

#### 3.1.1.1 Company Profile

<b>Name of Company:</b>	DB International GmbH (formerly: DE-Consult)
<b>Abbreviation:</b>	DB International
<b>Head-Office Berlin (international activities)</b>	<b>Head-Office Frankfurt-am-Main (national activities)</b>
Bornitzstr. 73 – 75 D-10365 Berlin P.O. Box 70 01 08 D-10321 Berlin Germany	Oskar-Sommer-Strasse 15 D-60596 Frankfurt am Main P.O. Box 700 254 D-60591 Frankfurt am Main Germany
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**Registration Location:** Berlin-Charlottenburg, Germany

**Date of first Registration:** June 21, 1966 (DE-Consult) January 22, 2007 (re-named as DB International GmbH)

**Scope of Business:** International railway and transportation consultancy, in particular comprehensive planning, supervision, consulting and execution of projects of any kind in connection with the construction, management and operation of railbound transportation systems; management and environmental consultancy

**Number of Years in Business:** 41

**Company Organisation:**

- Head-Office in Berlin
- Business Units: -National -International -Technological Innovation
- National Branches in Berlin, Frankfurt and Karlsruhe
- International Branches

-Numerous project offices worldwide

**Name and Address of Parent Company:**  
DB Projektbau GmbH Köthener Strasse 2-3  
10963 Berlin, Germany

DB International GmbH (formerly DE-Consult) is one of the world's leading consulting and engineering companies. The firm provides consultancy services in the transportation sector, particularly in the fields of railways and rapid transit systems.

The company was established in 1966 by the Deutsche Bahn AG (German Railway), formerly Deutsche Bundesbahn, and the Deutsche Bank AG under the name of DE-Consult Deutsche Eisenbahn-Consulting GmbH. In January 2007 the name of the company was changed to DB International GmbH and is now a 100% subsidiary of Deutsche Bahn AG.

The progressing globalisation and internationalisation followed by associated changes in the market and customer relationships have resulted in an increasing significance of railway services worldwide. Following this challenge the Deutsche Bahn AG has decided to provide its unique railway know-how in the future through one single source, DB International, covering project development from the first concept through to its realisation.

While DB International can draw on the wealth of technical and operational expertise and experience of the German Railway its operation is completely independent of the parent companies and is also free from all production and supply interests.

Since its foundation, DB International has worked in more than 100 countries involving more than 2,000 projects. Knowledge of German technology is thus supplemented by comprehensive experience gained on international projects.

The company is represented by branch offices in Germany and maintains a large number of project offices overseas. DB International branch offices are located in Abu Dhabi (United Arab Emirates), Algiers (Algeria), Athens (Greece), Bangkok (Thailand), Beijing (China), Bucharest (Romania), Kuala Lumpur (Malaysia), Taipei (Taiwan), Vilnius (Lithuania) and Moscow (Russia) which is presently being established.

**DB International is registered as an "Independent Consulting Enterprise" with the following institutions:**

- World Bank (Classification A)
- United Nations
- Commission of the European Communities
- European Bank for Reconstruction and Development
- African Development Bank
- Asian Development Bank
- Inter-American Development Bank
- PHARE and TACIS of the EU
- European Development Fund
- European Investment Bank
- Kreditanstalt für Wiederaufbau (KfW)
- Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

the ministries, planning organisations and development aid institutions of numerous countries.

**The clients of DB International include:**

- International institutions assisting developing countries
- Government departments and local authorities responsible for both long-distance and urban transport operations
- State-owned and private railway companies
- Transport undertakings other than railway operators

DB International services in the consultancy and planning sector cover all facets of transportation planning, economics, engineering, operation, maintenance, administration, management, training and financing. The full range of advisory services is offered from project identification, project planning and evaluation, preliminary and detailed design to construction supervision.

At present, DB International employs more than 500 planners, engineers, economists and support staff. These highly qualified and motivated professionals draw on many years of international experience and guarantee the efficient, results-oriented completion of your projects.

**DB International experts are specialised in the following areas:**

railway engineering and operations  
multimodal transportation planning  
transport economics and financial analyses  
transportation management  
marketing of transport services ☒organisation/restructuring of transport companies and  
institutional strengthening  
training/human resources development and know-how transfer programmes  
marine and inland waterway transport  
environmental impact assessment

### **3.1.1.2 Company Scope of Services**

#### **Railway Engineering**

capacity and performance analysis of systems and lines  
traffic and operational control systems

- communications and signalling
- operational facilities for train traffic, overall traffic cycle studies and design of turnaround facilities such as loops and triangles

traction power and on-line substations, distribution systems for lines and depots, sectioning and network separation  
studies concerning power supply via conductor rails and/or catenary systems  
staged commissioning and operations of systems and subsystems  
design and evaluation of on-board, on-line and station requirement for train signalling systems  
automatic train operation, vehicle and line configuration  
integrated solutions for interlinking systems of different configurations  
system engineering  
conceptional and detailed design for integrated E&M systems and rolling stock  
depot planning and operation, layouts, work flow analysis, installations, maintenance of facilities based on existing and anticipated vehicle fleet  
maintenance, commissioning and acceptance of vehicles and other rolling stock

#### **Transportation Planning**

survey and analysis of current traffic situation  
socio-economic and demographic surveys and forecasts  
sector and product analysis  
capacity investigations  
development models for short-, medium-and long-term travel demand forecasts  
traffic demand management  
modal split analysis and modelling  
development of optimal network concepts (using specialised software packages)  
preparation of transportation master plans (for cities, regions and countries)  
evaluation of alternative transport systems  
urban public and mass rapid transit systems, commuter rail services

#### **Organisation and Training**

reorganisation of engineering sectors of transport undertakings  
workplace assessment, time-and-motion studies, capacity investigation  
training programmes  
establishment of training centres  
implementation and supervision of training programmes

## **Marketing**

- market surveys
- market research and segmentation
- sales forecasts and planning
- conjoint design studies
- risk analysis
- price segmentation
- optimisation of tariff systems
- advertisement strategies
- communication and public relations concepts

## **Business Organisation**

- privatisation, business reengineering
- corporate planning
- management information systems
- controlling

## **Finance and Transport Economics**

- pre-feasibility and feasibility studies
- determination of investment requirements, preparation of financial plans
- cost structure/cost-benefit/cost effectiveness analyses
- analysis of profitability and intermodal cost comparisons
- rate of return and rate of investment calculations
- costing
- cash-flow analyses
- accounting systems
- BOT-models, private finance
- public finance (development banks, multilateral institutions)
- capital expenditure planning

## **Multimodal Freight Traffic**

- multimodal transport systems
- intermodal freight traffic centres
- container traffic
- freight management and marketing
- management and operation of industrial railways
- multimodal door-to-door products

## **Preliminary and Detailed Planning of Routes, Installations and Equipment**

- preliminary technical projects at the pre-investment and feasibility study level
- design concepts and layouts
- evaluation of bids and contract formulation
- comparison and evaluation of alternative schemes and layouts
- preparation of specifications and tender documents
- preparation and design of working drawings of all types of fixed installations and of equipment for railways, underground systems, light rail and other rail-bound systems
- Fact-finding studies and preparation of definite schemes for different traction types, energy supply, operating plans, safety installations, signalling and telecommunications to meet individual system requirements

## **Project Implementation**

- project management and site supervision of turnkey railway projects
- site supervision of railway works
- supervision of the installation of signalling and telecommunications, power supply and overhead line equipment
- inspection of manufacture of railway rolling stock and other equipment (such as, for example, ships)
- acceptance tests and commissioning at factory and on site
- implementation assistance with opening new lines to traffic and placing into service of new equipment

## **Operation and Maintenance**

- analysis of existing systems
- advice and recommendations on the operation and maintenance of current railway systems or parts thereof
- preparation and implementation of maintenance plans
- proposals for improvements to existing railway property and land

## **Research and Development**

- assessment of new technologies including novel support and guidance systems for railway and other rail-bound systems
- research projects of all types, e.g. permanent way characteristics, vehicle dynamics, noise levels, ride quality, etc.
- co-ordination and supervision of scientific research projects and investigations into advanced railway systems
- tunnel ventilation

## **Quality Management System**

- advisory services towards ISO 9000 certification
- preparation of Quality plans on the basis of ISO 10 006

## **Environmental Management System**

- advisory services towards ISO 14 000 and EU-Environmental Audit Instruction No. 1836/93 certification
- integration of environmental management systems into an existing Quality management system

## **Environmental Protection**

- environmental impact assessments
- socio-economic impact assessments
- mitigative measures and landscaping
- noise, vibration and electromagnetic interference / compatibility