



Rail Freight Corridor  
North Sea – Baltic



## Let's paint a picture of the future!

### Rail Freight Corridor North Sea - Baltic

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## Only if we can see the desired future, we will have a chance to build it

- Our RFC North Sea – Baltic is **open** – Hurrah!
- What now? Customers will turn away quickly and the EC follow up with a detailed Revision if we do not deliver **added value** helping international rail freight to **survive** and eventually **grow**
- We need to define **innovative products, integrated processes and customer friendly systems**
- But we do not have 100 years for this!
- We need to **focus** on achieving results!
- **So what do we have to do next in 2016 and in the following years**

**In order to develop solutions we need to understand where we want to go and how our RFC should look like in the mid- to longterm future! Only then the way to achieve this vision can become visible**



## Pre-conditions for our success as management of the corridor

### 1 Corridor first!

**Decisions of MB and ExB** are business driven & do not solely follow national interests but are taken for the sake of the corridor and take into account the **interest of the customer**.

### 2 More customer- & market-oriented

**Customers** interest are **at the center** and **customers participate actively** in the development of the corridor. Customers should benefit of **superior international products** and **reduce the costs of rail transport**

### 3 Efficient management

**Organization, governance** and **processes** are **simplified**. **Timelines** are managed strictly and **decisions** are taken timely. Decisions of the MB are respected and implemented



**A Vision 2030 with concrete deliverables and specific measure / quick wins for the short-term**