

Press Release

1 **RailOpt® sets new standard for intelligent planning in the** 2 **transport industry - a portrait of Qnamic Inc.**

3 Open markets, growing competition and a stronger service orientation are forcing train
4 operating companies to act. Simply moving persons and goods from point A to point B is no
5 longer the main focus of logistic companies; today's railway market demands seamless
6 coordination, flexibility up to the last minute and most of all: profitability. Simultaneous
7 planning, what-if scenarios, plan/actual comparisons and extensive key data are the base
8 criteria for flexibility and heightened efficiency in resource planning. The Swiss company
9 Qnamic Inc. supports transport companies in their quest for increased transparency, flexibility
10 and productivity with their software solution RailOpt®.

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12 Qnamic Inc. in Haegendorf (Switzerland) is the leading developer of planning software for the
13 transportation sector. In February 2003, Qnamic Inc. was founded by Dirk Pfeiffer, Dr. Claudia Schmid
14 and BLS Inc., with the goal of automating the highly complex planning and charging progress at the
15 BLS Inc. Together, they created the software solution RailOpt, based on the concept of Intelligent
16 Resource Management. The application is unique due to its ability to plan all resources of a
17 transportation company simultaneously along the entire value chain.

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19 At the time of foundation, Dirk Pfeiffer and his wife Dr. Claudia Schmid worked together with five
20 employees. The product RailOpt was met with such interest that staff size increased to 30 employees
21 within five years. Including subcontractors for programming, Qnamic Inc. now has 40 active
22 employees.

23 24 **One Solution for Flexibility and Security**

25 RailOpt is the only planning and production solution that considers various types of resources along
26 the entire value chain. Due to this, location or capacity conflicts can easily be recognised and quickly
27 treated. Furthermore, RailOpt considers work-time rules and security regulations. The system delivers
28 accurate data for concise controlling, providing the base for economic decisions.

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30 Hans Flury, Deputy Director and CFO of BLS Inc., knows the value of RailOpt. Every day, the BLS Inc.
31 produces an average of 2000 cargo, regional and tram train runs. To maintain this operation, BLS Inc.
32 employs 1700 staff members as train drivers, guards, and cleaning personnel. Hans Flury is convinced
33 of Qnamic's solution: "RailOpt enables us to accurately execute our long-term planning while keeping
34 a detailed view of individual days and resources." And all this in consideration of all safety regulations
35 and countless coincidence factors; for instance, if a train driver is absent unexpectedly, a replacement
36 with the same qualifications must be found immediately. In the same fashion, if a train is not run, the
37 cleaning personnel do not have to wait at the ending station late at night. At the end, RailOpt delivers
38 precise data for plan/actual comparison.

41 **Intelligent Resource Management**

42 Qnamic's entire product line is based on Intelligent Resource Management. For resource planning
43 to be solved intelligently, a solution must follow the entire planning process, plan all resources
44 simultaneously, and store activity data for controlling and accounting, and interface easily with
45 other systems. Also, the system should adapt to the growing needs of railway operating
46 companies. Transparent data offers a means to improved strategic orientation by allowing the
47 user to judge the quality of the planning.

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49 **Mission Critical Operation at European Railway Companies**

50 BLS Inc. proved to be visionary by being the first company to rely on RailOpt, starting 2003. In 2005,
51 the Swiss company SOB also became a customer of Qnamic Inc. Since then, several international
52 companies have chosen to trust RailOpt: for example CFL (Luxembourg), their cargo department, as
53 well as the international national cargo operator DLC. Especially the cooperation with the Swedish state
54 railway SJ turned out to be a great success: RailOpt was implemented in the record time of 18 months.
55 Projects of this magnitude typically take five to ten years in the railway industry. Not only is Qnamic
56 Inc. setting a standard through Intelligent Resource Management, but also through their project
57 procedures.

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