



## Hit Rail and Almaviva sign strategic cooperation agreement for IT and interoperability services to the European rail industry

**Hit Rail's support for Almaviva's project with Italy's Infrastructure Manager RFI leads to closer cooperation**

**Brussels, 06 March 2017** – A new **strategic cooperation agreement** between interoperability experts [Hit Rail b.v.](#) and [Almaviva](#), Italy's leading provider of ICT services for the transportation and logistics sector, is set to bring increased connectivity and high performance systems to the railway industry in the face of new **European Technical Specifications for Interoperability (TSI)** in both **passenger** and **freight** sectors.

The two companies have agreed to combine their expertise and work together where appropriate to deliver new systems for the rail industry. They will promote each other's services as complementary and will market joint services to clients on a non-exclusive basis.

Almaviva will concentrate on the services of software development, systems hosting and running applications, while Hit Rail will provide connectivity and interoperability services and offer its deep understanding of the European rail environment and the legislation governing the industry.

Hit Rail has developed detailed knowledge of the TAF and TAP Regulations, the Common Interface and the messages exchanged between Railway Undertakings (RUs) and Infrastructure Managers (IMs). The two companies will work together on joint customer projects to develop, implement and test systems that enable compliance with the TAP and TAF Regulations.

The agreement follows the close cooperation established between the two companies in delivering a solution for [RFI](#) (Rete Ferroviaria Italiana), the Italian IM, responsible for the management and safety of rail traffic on the Italian national rail network. Hit Rail b.v. and Almaviva are working on the customer project, helping RFI to insource certain areas of the EU's TAF regulation. The positive cooperation established on this project encouraged the two companies to move forward with a formal Memorandum of Understanding, signed at the end of January of this year, that could see closer working links in the future.

The agreement comes at a time of great change and advancement in the European railway industry as countries throughout Europe liberalise their rail systems, making way for many new smaller rail operators to enter the market. At the same time the EU is introducing new Regulations

around the subject of interoperability and communications across rail systems – these Regulations require greater use of standard messaging and a common interface.

Smeraldo Fiorentini, AlmavivA's General Manager, said: *"We have already developed a close relationship with our counterparts at Hit Rail and look forward to working together on both the RFI project and many future collaborations. It will allow us to offer a combined service to our customers that brings the best of our expertise in ICT and Hit Rail's knowledge of the communications, interfaces and interoperability required in today's European rail systems."*

Antonio Lopez, Managing Director of Hit Rail, welcomed the agreement with AlmavivA as an example of how the rail industry is increasingly working together, saying: *"Our agreement with AlmavivA and work to date with them on RFI's project will help both our companies to widen the scope of our services and offer powerful solutions for IMs and RUs across Europe, as they seek to implement new TSI regulations for both freight and passengers."*

**Press enquiries Hit Rail:**

Sheila Lashford  
Splash PR  
Tel: +44 (0) 7986 514240  
sheila@splash-pr.biz

**Enquiries AlmavivA:**

Stefania Di Serio  
Strategic Partnership & Alliance Manager  
Tel. +39 06 3993 4577

**About Hit Rail b.v.**

Hit Rail b.v. is a private Dutch company created in 1990 and owned by 12 European railway companies. Its purpose is to help European railway companies to carry out international projects in related fields of data communications and information technology. Hit Rail is responsible for managing international private data communications infrastructure and message brokering services on behalf of its shareholders and customers. Its services are used by some 40 railway companies from 21 countries. All Hit Rail customers' data centres and company networks are interconnected by a pan-European IP-based VPN (Virtual Private Network) named Hermes VPN, which is supplied by British Telecom (BT) and managed by Hit Rail. In 2013 the company launched its HEROS message interoperability service which aims to enable interoperability across disparate platforms in railway companies across Europe.

For more information please visit <http://www.hitrail.com/> or send an email to [info@hitrail.com](mailto:info@hitrail.com).

**About AlmavivA**

AlmavivA is currently Italy's leading provider of ICT services applied to the Transportation and Logistics sector.

Building on **exclusive rail engineering know how**, over the years AlmavivA has rolled out a **comprehensive range of solutions and services for Local Public Transport and Logistics**, developing and managing enterprise mission critical solutions for freight & passenger mobility.

The solutions developed by AlmavivA in this field include the **Cloud Computing migration of a number of IT applications and technology platforms for Ferrovie dello Stato Italiane Group**, to which AlmavivA

has been providing outsourced IT management services since 1996: a cutting-edge solution beneficial in terms of both space and operating costs, with no interruption to service.

For more information please visit <http://www.almaviva.it/EN/Pagine/default.aspx> or send an email to [info.transportation@almaviva.it](mailto:info.transportation@almaviva.it)