

LANCom's partnership enquiry

Summary:

LANCom has been present on Slovenian market since 1989. Core of the company soon became system integration, which is still omni-present within the company. Around the turn of millenium, LANCom became involved with ERP solutions, and progressed to developing its own business solutions. In 2014, LANCom built Passenger Information System software, with projects in 8 countries to-date. In 2018, LANCom were entrusted with developing Rolling Stock Management System software, which is an innovative solution firstly tried on Tanzanian Railways.

LANCom's software team consists of 17 professionals (IT consultants and developers), while entire company currently has 53 employees, and 11 million Euro turnover.

Brief:

LANCom is currently searching for a partner or partners on Hungarian market that would like to collaborate in the field of custom software development and/or rolling stock management system.

Requirements for Rolling Stock Management System partner:

- Company needs to have at least 5 employees, but preferrably 50+ due to comparable size of LANCom
- Company must have worked with MAV or other national railways in Europe/worldwide in the last three years and have confirmed references from (preferably from Europe)
- Preferably company has international exposure and has already finished projects in Europe/worldwide
- Company either needs to be a hardware provider (rolling stock parts, sensors, etc.) or services provider
- If company is a consulting firm, the requirements are:
at least three confirmed references with partners that have worked with national railways or comparable in the last three years

Requirements for Custom software development partner:

- Company needs to have at least 10+ employees
- Company has either not their own software department or is too busy with projects so it wants to outsource/find a proper partner to satisfy demand
- Company needs to be working on national level (government projects) or international projects for private/national clients
- Preferably company has international exposure and has already finished projects in Europe/worldwide