



NEWSLETTER APRIL 2019

Please share internally with interested colleagues ...

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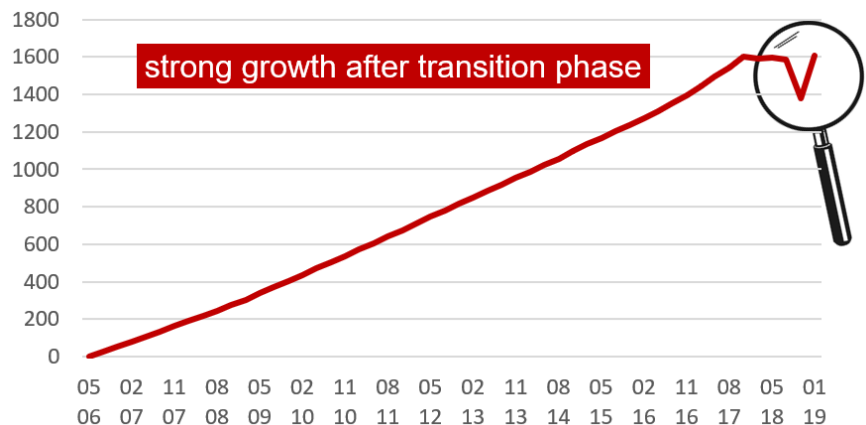
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News

We reported in our last newsletter (July 2018) that Gordon Falk – **DEUTSCH BAHN** Chief Procurement Officer of rail vehicles said in an interview “From 01/01/2019 the DB Group accepts only certified companies in accordance with the new standard IRIS Rev. 03 to participate in the competition.” Source: [ETR / January-February 2018](#) (link).

Now the swiss **SBB** followed suit. Dietmar Gessner, Head of Purchasing at SBB (the biggest swiss railway operator), said in an interview to SWISSRAIL “SBB had decided that from mid-2021 it would no longer accept suppliers for safety-relevant products that had not previously been IRIS-certified.”

There is no doubt that the number of IRIS certified companies, especially in Asia, is on the rise again, and even steeper than ever. But also, numerous companies in Europe and the USA are now rethinking, because nobody can permanently oppose the market.



Otherwise, unfortunately, there are not much news to announce. We are still waiting patiently for the release of the SILVER-requirements and therefore postpone our in May planned workshops.

First ISO 22163 Guideline!

from Andreas Heinzmann



Not only the number of certificates matters. Even more important is that the IRIS requirements are correctly deployed. During my coaching, I often notice major and minor non-conformities that were not raised during past certification audits. Often the requirements are not correctly understood or misinterpreted.

ISO/TS 22163 certainly contains some very complex topics which are not self-explanatory, such as project costs, quality deficiency cost (QDC), project FMEA, risk-based thinking, requirements management, configuration/change management, RAMS/LCC, supply management (EPPPS), competence management, the KPI "customer satisfaction", process reviews, etc.

In previous IRIS revisions, "IRIS Guidelines" were published for some of these topics (a total of seven). The last in 2016. Unfortunately, these guidelines have not been adapted to IRIS Rev. 03 yet. Other new topics could have been taken up long ago. Whatever the reasons are, this is not the case. At least I see this as a lack and have noticed since 2017 that seminar-participants use my training booklets as a substitute. Then I'm secretly happy, later after months, when I find my brochures "tattered" due to frequent use, covered with many comments and stickers. Hence, the idea came up to invest my time in something meaningful and to continue this former Guideline series under the roof of the IRIS Academy. Everyone might benefit from this, even 3rd party auditors.

In order to avoid confusion with UNIFE editions, I don't call our documents IRIS Guidelines, only **Guidelines**, but continue with number 8. The first release is about the important topic "Risk & Opportunity Management". Now you may download [Guideline No. 8](#) (link to our download area) free of charge from our server, but please do not use it for commercial purposes. However, it's still a DRAFT, since it is currently under review for better English by a native speaker. You can always find the actual edition of the guideline on our webpage <https://www.cc-rail.info/en/> under ABOUT US / Downloads (<https://www.cc-rail.info/en/assets/>)

I am not megalomaniac and claim sole competence for the interpretation of ISO/TS 22163. But anyone who knows my way, knows also, how strong I have been involved in all previous IRIS versions and how I contributed to their contents. Therefore, if you do not agree with the content of this guideline, please write me your opinion. Nobody is perfect and we all make mistakes. If you have the better arguments, I will adapt / correct this document together with you.


INVITATION: Next I will work on **No. 9: Project Costs and QDC**. If there is someone who would like to remotely support with expertise as co-author, please don't hesitate to let me know.

In case somebody likes to translate the guideline in further languages (a German and Chinese edition already exist or is in progress), please feel free, but coordinate with me and do it for the benefits of all.

Updated seminar calendar 2019

Past the booming years 2017 and 2018, the demand for IRIS seminars decreased significantly, but the need for coaching increased strongly. Therefore, we are cooking the seminars this year on a lower flame. If you have special requests, e.g. for a **2-day in-house seminar for your process owners** or a **one-day event with your management**, please contact us. We will respond flexibly to your needs and offer you tailor-made in-house solutions.

As a flashback: the [learning concept 2019](#) (download). Out of it, in the remaining months we will offer the following seminars in English:

date	seminar	number	links	fees	location/ remarks
06 / 03– 07 / 2019 (5 days/40 hours)	Internal IRIS Auditor	C177	Details	2'400 €	Berlin art'otel Berlin Mitte
06 / 18– 21 / 2019 (4 days/32 hours)	Supplier Performance Management	C178	Details	2'000 € (regular: 2300 € - promotion)	Berlin 
06 / 18 + 19 / 2019 (2 days/16 hours)	IRIS Coach (highest competence level)	C179	Details	1'100 €	Berlin, the hotel will be chosen when the demand is increasing
06 / 20 + 21 / 2019 (2 days/16 hours)	SILVER Workshop	C181	Details	1'100 €	will be postponed due that the SILVER-requirements have not been published by the IRQB yet.
10 / 22– 25 / 2019 (4 days/32 hours)	RAM / LCC Management	C185	Details	2'300 €	Berlin hotel not contracted yet
11 / 05 – 08 / 2019 (4 days/32 hours)	IRIS Project Management	C187	Details	2'000 € (regular: 2300 € - promotion)	Berlin hotel not contracted yet
11 / 18.– 22 / 2019 (5 days/40 hours)	Internal IRIS Auditor	C186	Details	2'400€	Berlin hotel not contracted yet

Please book at <https://www.cc-rail.info/en/academy/> (link) or go to "Details" in the table.

Should we offer online seminars?

Videoconferencing has been practiced for many years, and online training is nothing new too. They offer flexibility, save travel time & cost and are affordable even for smaller budgets. That's why we're considering offering our training courses from 2020 on two tracks: firstly, as before, in the traditional seminar rooms, but now also via the Internet GoToMeeting-platform to reach interested parties in Eastern Europe, Australia, Asia, South America and Africa with first-class seminars, which otherwise could not afford our courses.. **But before we get started, for sure we are interested in your opinion.** The whole matter should be user-friendly and practicable in the end, but above all, it should be accepted by you and reach as many people as possible worldwide.

It is understood that what we offer today as 32 or 40 hour class room lessons now must be divided into modules of about 2 hours. So that such a course doesn't last forever, but doesn't overburden anyone in addition to the regular job, we should arrange at least 2 fixed weekdays with times that are reasonable for as



many countries as possible. All course modules are thoroughly scheduled, so that everyone can save the times firmly into his calendar. Clients will be able to use the English-language seminar documents for the seminar preparation or follow-up work. Provided that the demand is right, the package price (graduated according to the gross national product of a country) should cost between 250 and 800 EUR / participant. There will be no prerequisites for access. Really ALL stakeholders, whether from the railway industry or from a railway operator, and yes, also 3rd party auditors and even our direct competitors, are very welcome!

If this offer seems interesting to you, please participate in a short survey and vote [here](https://doodle.com/poll/6xkb9bqpx4kr7sy7) (<https://doodle.com/poll/6xkb9bqpx4kr7sy7> - link to Doodle-survey). This takes only one second: YES / NO. The more interested you are, the more committed we will be. If only very few people contact us, we will not implement this concept. It is now entirely in your hands ... But you are also very welcome to write us your opinion on this matter (info@cc-rail.com).

We hope again that our newsletter has provided some useful information.

Kind regards,
your CC-Rail Team
(info@cc-rail.com)