

UK railway signalling expert sought to support market entry of innovative LED technology

Summary

Profile type

Business request

Company's country

Sweden

POD reference

BRSE20261012009

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• United Kingdom

Contact Person

[Enrico FRANZIN](#)

Term of validity

12 Oct 2026**12 Oct 2027**

Last update

12 Oct 2026

General Information

Short summary

A Swedish company has developed an LED-based railway signalling lamp designed to support the transition from conventional signalling infrastructure to future digital railway control systems. The solution enables infrastructure owners to improve reliability, safety and lifecycle costs while continuing to use existing signalling assets. The company seeks a UK railway signalling expert or industry advisor with strong market knowledge and industry contacts to provide market insight.

Full description

A Swedish developer and manufacturer of advanced industrial LED signalling solutions has developed an innovative railway signalling lamp for use within conventional signalling infrastructure. The product is designed as a practical transition solution, enabling infrastructure owners to benefit from modern LED technology without replacing existing signalling assets. It supports the gradual migration from conventional electrical signalling systems to future digital railway control environments. The solution has been developed in accordance with relevant CENELEC railway standards, including EN 50126, EN 50128 and EN 50129, with a target Safety Integrity Level of SIL 4.

The company is not seeking technical validation of the solution. Instead, the objective is to gain market insight, identify the most effective route to market and establish connections with organisations responsible for signalling maintenance, asset renewal and infrastructure modernisation.

Support is sought regarding:

- Structure of the UK railway signalling market
- Network Rail procurement processes and framework agreements
- Major signalling contractors and infrastructure partners
- Qualification, approval and certification requirements
- Key decision-makers and influencers
- Potential partners, distributors and system integrators
- Pilot and demonstration opportunities
- Commercial opportunities within signalling maintenance and renewal programmes

The company believes the greatest opportunities exist in environments where conventional signalling systems will remain in service for the foreseeable future while digital railway programmes continue to be rolled out. The solution is particularly relevant where infrastructure owners seek cost-effective upgrades that improve performance without requiring full system replacement.

Advantages and innovations

Technical specification or expertise sought

The company seeks experienced professionals or organisations active within the UK railway signalling sector. Relevant profiles include:

- Former or current Network Rail specialists
- Railway signalling maintenance experts
- Signalling asset management professionals
- Rail infrastructure consultants
- Procurement and framework agreement specialists
- Engineering consultancies involved in signalling renewals
- Business development professionals with established rail-sector networks
- Industry advisors able to facilitate introductions to key stakeholders

Particular interest is placed on experts who understand both conventional signalling systems and ongoing digital railway modernisation programmes. The ideal partner can provide strategic market insight, guidance on market-entry opportunities and introductions to organisations involved in signalling maintenance, renewal and infrastructure investment.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 13: Climate Action**
- **Goal 11: Sustainable Cities and Communities**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

The company seeks experienced professionals or organisations active within the UK railway signalling sector. Relevant profiles include:

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- Railway signalling maintenance experts
- Signalling asset management professionals
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Type of partnership

Commercial agreement

Type and size of the partner

- **SME <=10**

Dissemination

Technology keywords

- **02009003 - Railway Vehicles**
- **02008004 - Railway Transport**

Targeted countries

- **United Kingdom**

Market keywords

- **09001006 - Airfield and other transportation services**
- **09001007 - Other transportation**
- **09003001 - Engineering services**

Sector groups involved