



**FISHBONE
SOLUTIONS**

ENGINEERING • COMMERCIAL • INNOVATION

**A cross-sector, innovation-led engineering
and commercial consultancy serving the
transportation sector**

ENGINEERING • COMMERCIAL • INNOVATION

About Us

As the founders of Fishbone Solutions we are three qualified and experienced professionals who know businesses from shop-floor to boardroom across the rail, automotive and aviation industries.

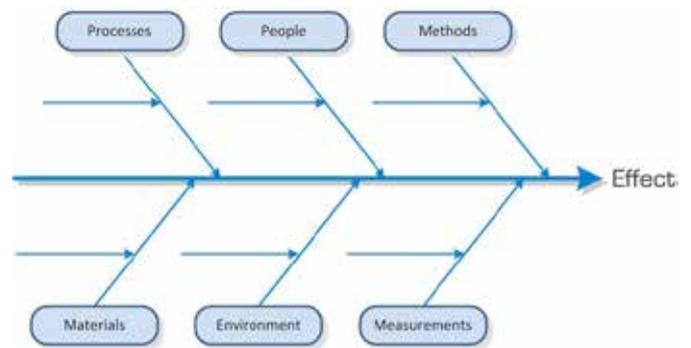


Before creating Fishbone Solutions, we worked in organisations where we were asked to drive efficiencies, improve bottom lines, improve user/passenger experiences and safety, manage projects, unlock revenue streams, deliver innovation and create extensive tender documents – and we know from experience that delivering these kinds of objectives on top of ‘the day job’ can be a big challenge. We saw first-hand the merit in being able to use a skilled and objective out-sourced provider to help deliver projects such as these, but couldn’t find one. So we got together and created one!

Using our combined experience, expertise and passion for engineering, Fishbone Solutions was established to help clients with their business challenges. We’ve developed effective programme and project management systems as well as technology-led product solutions for a wide range of clients to improve the performance of assets, systems, tools and processes.

Why ‘Fishbone Solutions’?

Because our uniquely developed systems and processes are based on the highly effective discipline of Ishikawa / Cause and Effect Analysis leading to effective, thorough and innovative solutions for our clients.



All of this has proved a winning combination and we’ve since grown to a team of 9 all recruited with the same principles in mind; listen to the client (really listen), develop bespoke solutions using the right people and drawing on cross-industry knowledge and experience, and importantly be enjoyable people to work with!



“Fishbone Solutions is a cross sector, innovation-led engineering and commercial consultancy to the transportation industries. We deliver high-quality, value-for-money services with a passion to exceed our customers’ expectations”

Mark Gadsby, Director of Fishbone Solutions



ENGINEERING
COMMERCIAL
INNOVATION

What We Do

We've developed both effective programme and project management systems as well as technology-led product solutions to a range of clients to improve the performance of assets, systems, tools and processes.

We're effective because we listen to our clients, develop bespoke solutions for their individual needs and ensure long term support is available from our experts. We ensure our projects are scoped and managed by the Directors providing over 60 years of combined industry knowledge.

If you're looking for industry experts to deliver your projects in engineering, commercial/legal or innovation, we can help.



Engineering - rail, automotive, aviation

Turn-key services, programme management, provision of mechanical & electrical engineers...



We recognise that engineering projects are best delivered through project management excellence; therefore after many years of knowledge-building within the rail and automotive sectors, we've developed our own proven project management office (PMO) tool. So, whether it's a small project or a complex technical programme, our principle PMO is applied to:

- Turn-key managed engineering services
- Provision of interim "Professional Head of Engineering"
- Provision of mechanical & electrical engineers
- Systems and integration engineering
- Safety, RAMS and LCC assessments
- Performance improvement
- Enabling technology and innovation
- Industry standards and approvals (compliance)
- Commercial Services

“Fishbone Solutions always deliver to a very high standard showing a high level of professionalism at all times.”

Mr Nick Leigh, Progress Rail

Project Management

Our people are trained in our very own 'in-house' PMO process, which incorporates both acknowledged industry best practice and collective learning, gained through the extensive experience of our management team.

- Programme management
- Project management
- Provision of resources
- Project recovery
- Performance Improvement
- Commercial services

For further information on the FBS PMO visit our website - **www.fishbonesolutions.co.uk**



Commercial & Legal Services

Procurement, contract review, commercial terms, bid plans, mobilisation support...



Our commercial/legal team has experience of working with businesses from large blue chip companies to SMEs. Our consultants are leaders in their professional fields and bring with them substantial knowledge and practice honed from years working in their specialist areas, some examples include engineering, law and procurement. This holistic approach, guarantees our customers a fully-managed service, whether it's through a single professional or a team.

Services include:

- Procurement- New trains, new products, bid support, procurement process review
- Gap analysis- Engineering compliance, regulation and legislation advice
- Organisational restructuring- Design and legal advice
- Contracts (technical and legal)- Review of engineering contracts, commercial terms and conditions, agreements and policy documents
- Rail Franchise- all bid sub plan areas, mobilisation support for private and public stakeholders
- Health and safety-Legislation, policy, legal advice
- Employment and labour resourcing



HS2 Case Study

Fishbone Solutions were engaged by the DfT to lead the development of a critical governance process for the High Speed 2 (HS2) project.

The DfT are leading the development, approval, business case and commercial arrangements required to ensure the success of this high profile programme.

We needed a bespoke approach to carefully integrate the discrete activities of the DfT departments, feeding the senior management of the DfT, HS2 Ltd and Network Rail.



Innovation

New-to-market technology, product development, performance improvement, bespoke solutions...



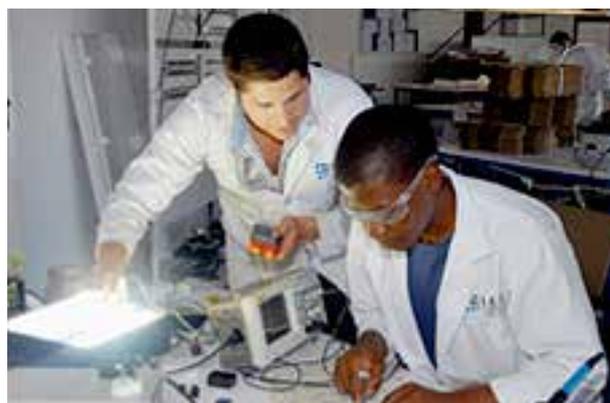
At Fishbone Solutions we have innovation embedded in our culture.

Our customers benefit from this approach through our incessant drive to improve our methods, skills and technology.

Whether it's to a long term strategic goal or a performance improvement of an individual, process or product, delivering creative and new solutions is at the heart of our business offer.

We do this by providing the environment, the experience and concepts from multiple sectors to safeguard new ideas or take products to market.

Our innovation process is simple but allows our teams to identify potential opportunities at any point in the lifecycle of a project.



"Innovation is not the result of chance, it is the result of action. It's not a thing to wait for, it's a thing to do."

Phil McKinney, CEO of CableLabs



Meet the team

At Fishbone Solutions we're a company that likes to think of itself as a family.



We enjoy close working relationships with all our staff and take an interest in them achieving great things for themselves and subsequently for us too! Whether they are running a marathon, playing in a band or coaching budding cricket players, our people are creative, high achievers.



Ed Johnson - Director

Ed is a chartered mechanical engineer, and a Fellow of the Institute of Mechanical Engineers (IMechE). His career spans more than 20 years in the rail industry, with extensive experience of organisational leadership and management, formed within leading transportation OEM companies and multiple rail environments. He is recognised as having strong strategic and commercial skills, for taking a direct approach and for delivering robust solutions at all levels of an organisation.



Mark Gadsby - Director

Mark is a chartered electrical engineer and a Member of the Institute of Engineering and Technology (MIET), with a career that spans more than 20 years in Automotive, Defence and Rail. He is known for his considerable experience managing key projects within large Automotive OEMs and delivering value added services to SME supply chain companies. His leadership and hands-on approach are valued by both premium automotive brands and SMEs specialising in green-tech vehicles (Hybrid, Electric).

Contact us



For further information about Fishbone Solutions and the range of services we offer, please complete the enquiry form on our website or contact us using the details below:

Tel: +44 (0) 1332 258844

Fax: +44 (0) 1332 258845

Email: go-fish@fishbonesolutions.co.uk

Fishbone Solutions,

The ID Centre,
Lathkill House, rtc Business Park,
London Road,
Derby DE24 8UP,
United Kingdom Map

www.fishbonesolutions.co.uk



Fishbone Solutions is a Project REM Company.
Registered in England no:07929776

