

# Extending a customer's engineering capability through an innovative partnership

September 1, 2021



## Technical Seminar at Railtex/Infrarail 2021

Wednesday 8 Sept 2021 – 11:10

Julian Gill, General Manager, QuEST Global

Julian Gill from QuEST Global will be the second speaker on the second day of [Railtex/Infrarail](#) in the [Rail Business Daily](#) Seminar Theatre, when he will speak on the topic of:

### **Extending a customer's engineering capability through an innovative partnership**

In the competitive markets of today, an intelligent approach to ensure competency can meet the peaks and troughs is that of 'partnering'. Collaboration, in this context, requires partnering behaviours to be at the forefront of the relationship, sharing needs, opportunities and technology roadmaps. This requires a high degree of trust from all those involved.

The recent pandemic cannot be ignored, specifically the impact on the role and importance of the contingent workforce and the significant changes associated with more team members working from home.

At the heart of QuEST's strategy is working with its customers to develop centres of excellence. These can provide the agreed strategic capability to meet their needs in addition to the more common tactical goal of providing additional capacity to facilitate smoother resource management for the lead contractors.

Julian Gill has over 20 years of professional experience in major infrastructure, with a background in safety critical systems. He is currently responsible for the Rail Signalling and Smart Mobility vertical at QuEST Global.

In his presentation, Julian will discuss these two points and explore the benefits and challenges associated with their success.

Discover more about **QuEST Global** on stand B38 in hall 12 at Railtex/Infrarail 2021.