

German tech firm Zedas' 'zedas®asset' system in action.



Australian market appeals to German tech firm

German asset management specialist Zedas is targeting the Australian rail industry as its next frontier.

Speaking with *Rail Express*, international sales manager Marco Mendritzki said the company does the majority of its business in Europe, but also boasts customers in China, the US, Mexico

and Chile. "We're pretty much all over the world but our main markets are in the European Union at the moment," he said.

"But we're trying to break into the Australian market, because we think it's a

very interesting market for us," he revealed.

"There's a lot of track and a lot of special conditions which can influence track health. So we're very interested to enter our solution into that market."

The German company's 'zedas®asset' solution is designed as a universal software solution for technical management of infrastructure networks. It uses standardised interfaces between measuring devices and vehicles to transfer all recorded condition data directly to the system, which documents and automatically analyses it.

The Zedas software compiles and presents the general condition of track on the network, which then highlights the location of weak points in the infrastructure.

The mobile component of Zedas' solution allows on-site maintenance crews to access all the relevant information while work is underway. Maintenance activities and work history are all recorded by the system, and automatically updated in real time.

Zedas' technology can be applied equally well in freight, bulk and passenger contexts, Mendritzki explained.

"Pretty much any owner of vehicle fleets and rollingstock, or every owner of infrastructure is interested to get more information about their assets, and to make asset management and maintenance management more efficient," he said. ■