

INDUSTRY IN FOCUS:

RAIL

Optimas International is a leading supplier to the rail sector, supporting rolling stock manufacture, refurbishment and depot maintenance. We understand the demands of safety-critical fastening in high-vibration environments, the long service life of rail fleets and the obsolescence challenges that come with it, providing reliable component supply and kitting across new-build and overhaul programmes.

COMPANY OVERVIEW

100+	Years of expertise	1,200+	Global suppliers	1,500+	Global customers
750	Members serving globally	2.2 Bn	Parts supplied annually	40K+	SKUs supplied annually
365	Days a year support	0	Defect culture		



APAC • Europe • UK

11 distribution facilities across 6 countries

INDUSTRY-SPECIFIC SYSTEMS WE SUPPORT

Rolling Stock Manufacturing

- Car body structures and underframes
- Bogies, wheelsets and axle assemblies
- Brake systems and pneumatic equipment
- Couplers, gangways and crash management systems
- Doors, windows and access systems
- Seating, interiors and passenger comfort systems
- HVAC, lighting and onboard electrical systems
- Roof-mounted equipment, pantographs and battery systems

Track & Rail Infrastructure

- Track fastening systems
- Sleepers, baseplates and ballast less track systems
- Rail joints, fishplates and expansion joints
- Switches, crossings and points systems
- Guard rails, check rails and buffer stops
- Bridges, tunnels and platform structures
- Level crossing equipment
- Trackside furniture and safety barriers

Signalling, Electrical & Control

- Signalling cabinets and trackside enclosures
- Points machines and actuator systems
- Axle counters, sensors and detection equipment
- Balises, communication and control equipment
- Power distribution cabinets and junction boxes
- Cable containment and cable routing systems
- Earthing, bonding and grounding assemblies
- Onboard control panels and electronic housings

Depot, Maintenance & Specialist Equipment

- Rail lifting and jacking systems
- Wheel lathes and wheelset maintenance equipment
- Inspection, testing and measurement systems
- Wash plants and cleaning equipment
- Tooling, fixtures and service trolleys
- Overhead line maintenance equipment
- Rail welding and repair equipment
- MRO replacement parts and service kits

RELEVANT PRODUCT RANGE

High-Tensile Parts

Bolts, nuts, washers and structural fasteners for safety-critical rail assemblies.

Vibration-Resistant Fasteners

Locknuts, prevailing torque nuts, wedge-lock washers and thread-locking solutions.

Track and Infrastructure

Rail clips, sleeper screws, fishplate bolts, baseplate fixings, anchor bolts and clamp assemblies.

Corrosion-Resistant Fasteners

Stainless steel, zinc nickel, zinc flake and galvanised fasteners for outdoor and exposed environments.

C-Class Components

Clips, clamps, pins, springs, spacers, shims, circlips, rivets, inserts and retaining hardware.

Cable Management

P-clips, cable clamps, glands, grommets, conduits, brackets and routing hardware.

Interior and Bodywork

Captive screws, panel fasteners, blind rivets, threaded inserts, hinges, latches and trim clips.

Bespoke Engineered Parts

Machined spacers, bushes, pins, brackets, clamps, mounting plates, turned parts and cold-formed specials.

Precision Materials

Stainless steel, high-strength carbon steel, aluminium, brass, copper, engineering plastics and specialist polymers.

Quality-Controlled Parts

Components with batch traceability, material certification and application-specific coatings where required.

KEY ACCOUNT GROWTH

Off-Highway OEM

35+
Years of partnership

- Accounts grown by 15x
- SKUs increased by 275%
- Net sales increased over 10x

Power Generation OEM

30+
Years of partnership

- Facilities grown by 11x
- SKUs increased by 1,100%
- Net sales increased over 23x

Luxury Vehicle OEM

20+
Years of partnership

- 42M parts supplied annually
- Unique SKUs grown 1.5x to 90%
- Net sales increased over 6x

Automotive Tier-1

15+
Years of partnership

- Accounts increased by 19x
- SKUs increased by 168%
- Net sales increased by 14x

CASE STUDY

We partnered with a UK-based rail company to simplify its supply chain and implement an inventory management and part rationalisation programme which improved operational efficiency and reduced risk.

€800K

Total Cost Savings

75%

Part Reduction

50%

Less Product Picks

VALUE-ADDED SERVICES

Optimas International supports customer-specific rail requirements, including component traceability, long-term availability, quality assurance and tailored kitting solutions for new-build and overhaul programmes

- **Global Presence, Local Support:**

We help customers maintain consistency, reliability and speed across markets and operations.

- **Supply Chain Risk Mitigation:**

We empower supply chains through strategic sourcing, strong supplier networks and proactive planning.

- **Bespoke Engineering:**

Our expertise enables us to deliver fastening solutions tailored to meet specific manufacturing requirements.

- **Smart BOM Management:**

By improving standardisation, reducing complexity and cost, we simplify BOM management, supported by OptiSpec®.

- **OptiTech® - Tech-enabled VMI programmes:**

Using smart inventory solutions and real-time visibility tools, we help customers streamline operations, improve forecast accuracy and reduce stock issues.

WHY WE DO WHAT WE DO

Optimas International combines advanced engineering expertise, inventory management systems and global sourcing to simplify complex supply chains. We deliver scalable solutions that reduce total cost of acquisition and drive long-term value for our customers. In today's complex business environment, companies need a partner that mitigates risk and supports sustainable growth. We do this by:

Making Every Connection Count.

