

MERGERS AND ACQUISITIONS



Railroad mergers and acquisitions are complex business transactions that require significant changes in industry reference file (IRF) data. With Railinc's Mergers and Acquisitions services, railroads can be sure their data is accurate when a merger or acquisition happens.

SMOOTH, SYNCHRONIZED TRANSITION

As the central repository of all North American IRF data, Railinc works closely with railroads throughout the process to ensure a smooth transition of IRF information and the synchronization of data throughout the industry. Railinc makes sure that all data is updated correctly and on time; that messages are properly routed; and that the rail industry's communication infrastructure remains reliable and in sync.

RAILINC LEADS THE CHANGE PROCESS, ENSURES DATA ACCURACY

Data accuracy is critical because railroads rely on IRF data for nearly every aspect of railcar movement. With Railinc overseeing the data-change process, railroads can be confident that all critical industry IT systems will work properly and that data is accurate when a merger or acquisition becomes effective. Railinc makes sure that:

- AFFECTED REFERENCE FILES ARE UPDATED CORRECTLY AND ON TIME**

Railinc updates each affected reference file according to the prescribed timeline, saving administrative time, reducing errors and maintaining data synchronization throughout the industry. With timely and accurate data updates, companies avoid costly delays to the merger/acquisition process.

- REFERENTIAL INTEGRITY IS MAINTAINED**

IRFs are interdependent and must be updated in the proper order so that data is synchronized throughout the industry and disruptions in freight rail transport are prevented. Railinc ensures referential integrity by updating the Mark, Centralized Station Master, Junction/Interchange, Route and Serving Reciprocal Switch IRFs using a future effective date that corresponds with the merger/acquisition implementation date. After changing all affected IRFs, Railinc updates the Official Railroad Station List publication.

• **COORDINATED COMMUNICATION**

Railinc facilitates conference calls throughout the merger/acquisition process to keep all parties informed of the status of data changes. Representatives from Railinc and the merging railroads participate in monthly, bimonthly, weekly and daily teleconferences as the effective date draws near. These meetings enable all parties to monitor progress and make sure no important issues are overlooked. Railinc takes minutes at all teleconferences, maintains the list of all individuals and groups that need to be updated and ensures that the implementation plan is enacted properly and on-time.

• **SEAMLESS BUSINESS OPERATIONS**

Railinc expertly manages the data updates so that railroads can operate seamlessly throughout the merger/acquisition process. All data changes are made correctly and on-time, enabling railroads to continue to function smoothly and without disruption to traffic flow.

To learn more about Railinc's Mergers and Acquisitions services, contact the Railinc Customer Support Center at (877)724-5462 or csc@railinc.com or visit the Railinc website at www.railinc.com.