EVALUATION MODELS

How benefits of the various products and solutions are evaluated

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Evaluation models

EXPRESSING WHY VARIOUS PRODUCTS AND SOLUTIONS ARE RELEVANT FOR YOU

To express why various products and solutions are relevant for you, each product is evaluated based on the benefits it provides and the costs associated with achieving them.

This structured approach is rooted in the ISO55000 framework and ensures that different solutions are assessed on comparable terms.

For Condition Monitoring additionally the FAB model (Features–Advantages–Benefits) is used to communicate how technical features translate into real-world value.

In Decision Support and Construction & Maintenance, evaluation additionally focuses on alignment with DRSA's strategic goals — enabling more trains on existing infrastructure by improving speed, quality, confidence in decision-making, and maximizing time during limited track access.

The next slides illustrate how this model is practically applied in each domain.

Use Case	Evaluation Focus	Strategic Impact
Condition Monitoring	FAB model: Feature → Benefit	Confidence in decisions
Decision Support	Speed, Quality, Confidence	Better planning, fewer delays
Track Works	Time efficiency during track closures	More work in less time

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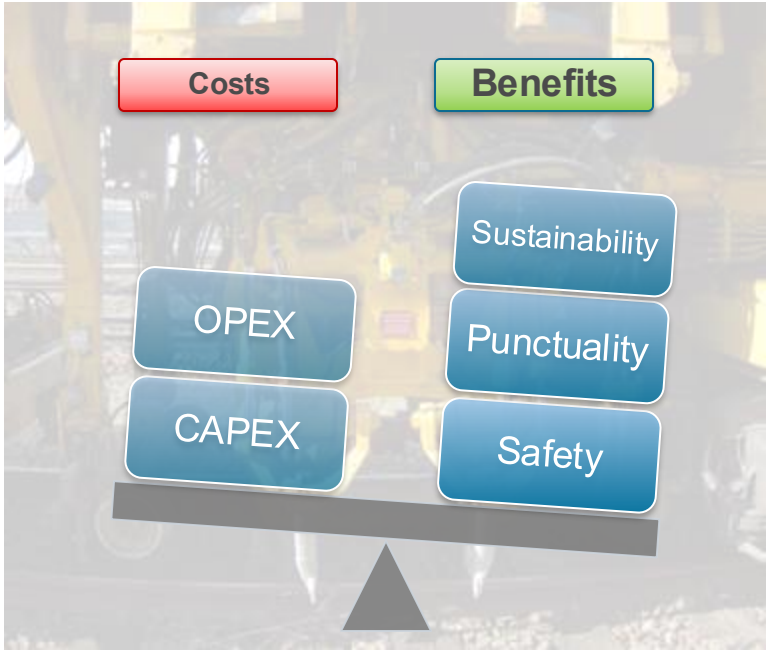
ISO 55000 Asset Management Investment Evaluation Model

INVESTMENT EVALUATION CRITERIA FOR RAILWAY INFRASTRUCTURE MANAGERS

- Based on the standard, UIC recommends the following decision making criteria for an asset management investment:

Safety	Risks to the passengers, workforce and members of the public
Punctuality	The impact of the infrastructure faults on train performance, which is likely to vary by the criticality of the route
Sustainability	The impact of the infrastructure and associated interventions on the environment
Financial: CAPEX and OPEX	The remaining life of the infrastructure, based on nominal life, current condition and long term condition trends & whole life cycle cost requirements versus current budget restraints

- If several solutions at high level provide the same benefits, the cost of each solution should be evaluated in a way which is comparable e.g. per km or per object.



SOURCE: UIC'S APPLICATION GUIDE TO ISO 55001 SECTION 1.5.2 (LINK)

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Condition Monitoring

EVALUATION MODEL IN RELATION TO DRSA'S VISION

- Uses the FAB-model (Features-Advantages-Benefits)
  - Emphasizes the value proposition by connecting technical features to practical advantages and customer-centered benefits.
  - Helps demonstrate how a product or service solves a problem or fulfills a need.
  - Shifts the focus from technical details to the actual impact on the user, making it more relatable.

	Features	Advantages	Benefits
General use	What is it? Describe the characteristics of a product or service.	What can it do? Explain the advantage(s) these features provide over alternatives.	What does it mean for the customer? Highlight the ultimate benefit to the user or customer, connecting the feature to their specific needs or goals.
Condition monitoring	What data streams does the measurement system produce?	Which maintenance processes is that data used for when determining the need.	Evaluated against the evaluation criteria from ISO55000.

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