



# DB Engineering & Consulting

*Railways for the world of tomorrow.*

DB Engineering & Consulting USA Inc.  
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October 20, 2017

**Subject: DB Selected as Early Train Operator for CHSR**

Reference: 1) CHSR RFP 16-13: Early Train Operator  
2) RENFE Letter to CHSR dated October 16, 2017

Dear Ms. Taylor,

DB Engineering and Consulting USA, Inc.(DB)is very honored to be selected by CHSR as its partner and Early Train Operator of the California High Speed Rail system. We want to take this opportunity to express our sincere appreciation and commitment to the project.

DB understood from the beginning of the procurement process the importance the Authority placed on the experience and quality of the ETO team and the kind of working relationship that will be necessary to make this project a success. That emphasis is not at all unusual in our experience. DB selected experts to be the key personnel for the project and to support the proposal process back in the RFQ stage. During the procurement process, these experts have dedicated themselves to understanding the unique challenges of CHSR and how to address them based on our global knowledge of complex integrated High-Speed Rail transportation systems. These experts have worked closely together over the past several months to strengthen their bonds and together become a synergistic and complementary team. We believe that this effort and their energy, synergy and expertise were evident during the final oral presentation to CHSR.

It was of highest importance to clearly demonstrate our ability to transfer high-speed rail systems know-how and multi-modal transportation operation experience to California. Based on the scoring of the individual elements, we are happy to have successfully accomplished this.





DB's Key Personnel will be imbedded and integrated with the CHSR team for 6 years. Therefore, they were selected with this overarching requirement in mind. Each member of our team comes with passion for this project and is eager to start to the work. We look forward to working side by side with the CHSR team to collaboratively meet the challenges of building and operating an integrated state wide High-Speed Rail system. We believe that with our combined CHSR/DB team, we will be successful.

Many of the unique challenges of California high speed rail have been confronted and solved in DB past projects, including but not limited to:

- acquiring ancillary revenue before start of operation in the biggest single DB infrastructure project -Stuttgart 21,
- inclined gradients with very specific requirements to vehicle and operations design,
- specific high-speed rail tunnel design to prevent "sonic boom", and above all,
- implement sustainable operations based on the experiences of the most competitive transport markets in the world and with broad rail fleets covering all significant international manufacturers.

DB realized it needed local market knowledge and expertise to be successful in California. Therefore, we aligned with Alternate Concepts, Inc a highly respected private US rail and passenger system operator and HDR, Inc. a very renown US engineering and design firm, as well as, several highly qualified Californian small and disadvantaged businesses to round out our team.

DB has been innovating European and Asian High-Speed Rail operations for many years. These innovations have been captured and cataloged for transfer to international markets. We have exported our high speed know-how to countries like France, Great Britain, Russia, China, Italy, Netherlands, and Spain. These countries have built on DB experience to develop their systems and networks.

We are very proud of our legacy and excited, as the Early Train Operator, to bring international High-Speed expertise to the state of California and to the USA.

With best regards,

A handwritten signature in blue ink that reads 'Carsten Puls'.

Carsten Puls  
President  
DB Engineering & Consulting USA, Inc.