

Building Long-term Partnerships

Case Study: National Railway

Guilford Group has built a number of Customer Partnerships over the last 20 years as the foundation for the business. We have expanded areas served and/or continuously added features and functionality to meet changing needs of clients and their customers



We have a 20+ years history with a big-seven national railway on projects as well as development, maintenance & support of several enterprise level systems. We have built deep knowledge of business and its processes. Two key areas have been mobile solutions and application to their fleet and customer web portals with automation. These have been enhanced by integrating with internal systems for rapid response and greater accuracy.

In addition we manage several enterprise level systems providing 24/7 maintenance and support as well as upgrading these system to meet evolving customer needs

National Railway Over 20 years

- Mobile solutions and applications
- Customer web portals with automation
- Develop, maintain & support several systems



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Key Projects

- Mobile Solutions for 450 truck fleet
- Quick quote, ordering & tracking system for customers
- Inventory management system
- Intermodal tracking & scheduling
- Shipment tracking system
- Payment tracking process for employees

Systems Management

- Continuous improvement
- Adding features and functionality
 - Automation
 - Rapid customer response
- 24/7 maintenance & support for Pegasus, ITOPS, Automotive and Transflo

“Guilford Group has been providing serviceto help support and enhance the suite of IT applications ...They provide 24/7 support, make enhancements to the applications using a variety of technologies, and even help us to coordinate, test and implement products from other vendors as well. The level of industry knowledge and technical ability we get from them is exceptional and we view them as an integral part of our team.”

Koushik Mitra - Senior Developer, Major National Railway

About Guilford Group

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Guilford Group has over 20 years of experience providing expertise in custom developed software solutions for businesses, on-going maintenance & support and developing software products.

- Focused on business driven software solutions to generate revenue, contain costs and manage capital
- Deep capabilities in business improvement, mobile technologies and custom web applications
- Overall industry focus is Transportation/Trucking, Logistics/Warehousing, Industrial and Manufacturing
- Customer base includes Fortune 500 companies
- Nearly 30 associates in the USA with off-shore sourcing capabilities to flex resources as needed
- Headquartered in Carmel, Indiana (Indianapolis)



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