



A Partnership Built on Support and Success: The TPM-Wabtec Journey

About Wabtec

Wabtec, headquartered in Pittsburgh, PA, is a prominent global provider of equipment, systems, digital solutions, and value-added services for the freight and transit rail sectors. Their transit solutions facilitate the daily movement of billions of people and are supplied to nearly every major rail transit system and buses worldwide.



Website

www.wabteccorp.com

Industry Vertical

Industrial Machinery & Equipment

Solutions

SOLIDWORKS
Training
Support

Inception and Early Support

In the early months of 1986, a young company, Wabtec Passenger Transit, embarked on a remarkable journey in the world of drafting and design. Their very first step was taken with the unwavering support of a pioneering partner – TPM. Little did they know that this partnership would blossom into a long-lasting relationship, a testament to TPM’s commitment to nurturing their customers’ growth and success.

A Comprehensive Partnership Evolves

Gregory Scott, the Drafting Manager at Wabtec, vividly recalls the early days when they acquired their first drafting machines from TPM. “We were just starting out, and TPM was there for us right from the beginning. Their expertise and support were crucial as we laid the foundation for our business.”

Over the years, the relationship between Wabtec and TPM evolved organically. From supplying SOLIDWORKS software and offering training support to providing wide-format printing equipment, TPM proved to be much more than just a vendor. They became trusted advisors, helping Wabtec navigate the ever-changing landscape of technology and design.

Unwavering Support Sets TPM Apart

“TPM stands out with unwavering support,” Gregory says, smiling. “They promptly address any challenges or questions, acting like an extended team that genuinely cares about our success.”



Comparing with other vendors, Gregory highlights TPM's customer-first approach. "Unlike sales-focused vendors, TPM is invested in our growth, going above and beyond to maximize our investments."

The Personal Touch and Genuine Relationship

Beyond the products and services they provide, it's the personal touch that makes TPM stand out. "They check in on us regularly, offering their expertise and support. It's not just about transactions; it's about building a meaningful relationship," Gregory emphasizes.

Empowering Success and Shared Growth

Through TPM's continuous guidance, Wabtec has achieved remarkable milestones. Their projects have become more efficient, designs more sophisticated, and productivity soared to new heights. "Our success is intertwined with TPM's support," Gregory remarks. "They genuinely want us to succeed, and that makes all the difference."

This successful partnership has inspired Gregory to recommend TPM to colleagues and friends in the industry. "When you find a partner like TPM, you want to share the experience with others. They don't just work with customers; they collaborate to help them grow and thrive. And as a result, we find ourselves doing more business with them because it feels like a true partnership."

A Journey of Innovation and Empowerment

As Wabtec Passenger Transit continues its journey of innovation and expansion, they do so with the knowledge that TPM will be there, walking side by side with them, offering unwavering support and empowering their growth.

The Power of a Genuine Partnership

The story of Wabtec and TPM is not just about machines, software, or services - it's about the power of a genuine partnership built on trust, dedication, and the common goal of success. Together, they exemplify how collaboration and support can transform businesses and forge bonds that stand the test of time.

"TPM is always checking on us, offering support and making sure we are getting the most out of what we bought."

Gregory Scott

Drafting Manager, Wabtec Passenger Transit

