Ruter

PARKEON
Solutions for Smart Cities

Ruter – TVM Supplier Conference - May 23 2016

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Agenda

I. Brief Introduction about Parkeon

II. Ruter focus areas inputs

PARKEON BRIEF INTRODUCTION

STRONG MID-SIZE COMPANY

▶ 1,100 employees and turnover 225 M€ (2015) (used to be part of Schlumberger)

▶ Head-quarter in Paris, with 8 subsidiaries and nearly a 100 exclusive distributors

▶ Main activities :

- Parking meters

- Ticketing for Public Transport

- Payment Bank Server

- New Digital Services (Big Data, Open Source): Mobile Payment, Path to Park, Couponing

▶ Strong presence and product footprint

- Solutions are implemented in 60 countries / 3 500 cities

- 300 000 connected devices worldwide

- 600 000 end users connected to our Mobile Apps

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TRANSPORT PROJECT REFERENCES

France

Lille · Reims · Angers · Le Havre · RATP · SNCF

International

Bruxelles · Londres (TFL) · Perth · ONCF · Northern Rail · Oran

Sydney · Helsinki · Constantine · Dublin

- Train
- Tram
- Bus
- Ferry
- Bike
- P+R
- Interoperable
- Multi-operator
- Multilangual
- RTPI

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RUTER FOCUS AREAS

Ruter focus Areas

1. How can Ruter maintain a cost efficient TVM channel with a small and declining share of the sales?

2. How can such a cost efficient TVM channel still be flexible and adaptable, without driving cost upwards?

<u>Parkeon input</u>

▶ To maintain a cost efficient TVM channels

- Use different models depending on their final usage , such Light TVM

- Flexible design with possible customisation

- Proven sub-systems (or components)

- Provide multiple services : parking, Couponing

▶ Key design issues

- Depend on the functions required from the TVM and the modules to integrate

▶ Key operational /life-cycle issues

- Original Design

- Sub-systems : Proven, Quality, Performance

TVM customosation

There are many Customisation parts in a TVM

- Colours
  - Colours of the cabinet , top and pedestal
  - Colours of the niche and the front steel plate
- Information
  - Top banner
  - Stickers
  - Scrolling bar
  - Information panels
- Payment
  - Coins and bill acceptance
  - Coins and bills recycling
  - Bank cards (PIN or PIN-less)
- Locks and keys

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Going through a New Design

Impact and considerations of a new design

- Integration constraints of the internal components
  - Position, safety, accessibility for operation and maintenance, etc.
- Integration of new internal modules
  - Testing, reliability, Obsolescence
- Compliance with the PRM recommendations
  - Height of the user interfaces between 0,7m and 1,2m
- Manufacturing constraints
  - Specific tools to manufacture new industrial components
- Qualification
  - EMC tests, IP and IK tests, safety tests
- Realisation of a mock-up, prototype, pre-Series and Mass-production → impacts on :
  - Time schedule
  - Costs : R&D and manufacturing tools

TVM : Product family

**Full TVM
Astreo**

**Full TVM
Galexio**

**Light TVM
Strada**

**Light TVM
Voyager**

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Summary: TVMs

	Dimensions	Payments	Delivery
Full Astreo	180 (H) x 90 (W) x 56 (D) cm - Weight : 360 kg	- Coins (recycler capacity: 5*500) - Bank notes (Recycler 4 types of bills) - Bank cards	- Contactless cards - Contactless paper tickets - Paper ticket, QR-Code - Reload contactless media
Full Galexio	180 (H) x 65 (W) x 42 (D) cm - Weight : 215 kg	- Coins (recycler capacity: 5*60) - Bank notes - Bank cards	- Contactless paper tickets - Paper ticket, QR-Code - Reload contactless media
Light TVM Strada	153 (H) x 29 (W) x 27,5 (D) cm - Weight : 90 kg	- Coins - Bank notes - Bank cards	- Paper ticket, QR-Code - Reload contactless media
Light Voyager	83 (H) x 38 (W) x 33 (D) cm - Weight : 71 kg	- Coins (recycler capacity: 1500) - Contactless bank cards	- Paper ticket, QR-Code - Reload contactless media

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TVM usage sample

▶ France

- RATP : they are still adding new TVMs into their network. Usage is increasing

- SNCF : nearly 40% of revenue

▶ UK

- Train operator -1 : generating over 1 million tickets

- Train operator-2 : generating over 2 million tickets

▶ STIB

- Nearly 50% of revenue is generated from TVM

▶ Oslo

- 8% currently

⇒ Have you found out the reasons of such low usage?

Ruter focus Areas

3. What possible ownership and operating models should Ruter consider if Ruter decides to move forward with a procurement process (buy, lease, rent, TVM-as-a-Service, shared vending services, etc)?

Parkeon input

▶ Procurement method

- Outside the buy model, all the other are potentially possible

- However need to consider further the sales revenue

▶ Operation & maintenance

- How is it operated today and what are the main challenges

- Possibility to provide operation and maintenance services (outside the cash collection)

Ruter focus Areas

4. What functionality should Ruter consider in a TVM that could help us improve our services?

Parkeon input

▶ Provide multi-functional TVM with additional features could enhance the end-user experience. Some of features :

- Passenger Info
  - Examples : Additional screen to provide a video link with the customer care

- Distribution of Anonymous contactless cards at the TVMs

- Voice recognition

- Management of green list : being able to purchase online and then reload the product into the card at the TVM

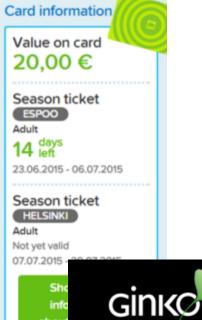- Thin client : Attractive and intuitive GUI

Screen 1 (Helsinki / Parkeon ticket machine):

17:10

Suomenlinna 12h

Single ticket
Helsinki

Single Ticket
Regional

Single ticket

Day ticket 1-7 days

Load Travel Card

Suomeksi   På svenska

Card information

Value on card
20,00 €

Season ticket
ESPOO
Adult
14 days left
23.06.2015 - 06.07.2015

Season ticket
HELSINKI
Adult
Not yet valid
07.07.2015 - 20.07.2015

Sho...
info...
about...

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Screen 2 (Ginko / Parkeon ticket machine):

Ginko

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▪ Vendredi 2 septembre 2014 ▪ 06h46
▪ Station / Croix de Palente

Veuillez faire votre choix

Contenu carte

Sésame 30 jours   i

Sésame 1 an   i

Heures creuses 30 jours   i

Produits suivant

Sésame 30 jours
Heures creuses 30 jours

Informations carte

MasterCard
paypass
VISA payWave   Paiement par carte

Paiement par pièces
jusqu'à 60,00 €

Annuler
✕

Ruter focus Areas

5. What do you consider important that Ruter do, and how, in order to make it possible/interesting for you to participate in a tender?

Parkeon inputs

▶ Important consideration for the tender

- Describe functional requirements (and not technical specifications)

- Provide constraints specific to Ruter (weather, speed of transactions, etc)

- Use existing and known standards : cards, security

- Avoid complete new design

- Not a simple Retrofit of the existing machines

Thank you