

Ruter Supplier conference regarding TVM



How can Ruter maintain a cost efficient TVM channel ?

Key design issue

- Define what are the main functions of the TVM ?
 - usage are for the abonnees or for the « occasionnel » traveler's ?
 - Mean of payment
- Reduce as much as possible the « specific « in terms of functions
- Choose a standard product
- Simplify and reduce interfaces

Key operational life-cycles issue

- Reduce as possible the « risk « on specific aspect will reduce the price of the software

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

Add-on strategy, smooth transition to Account Based Ticketing

- Current media as an id card
- Mobile ticketing
- EMV media usage as Pay-as-you-go

What possible ownership and operating models should Ruter consider with a procurement process ?

Buy , lease, rent, TVM as-a service , shared vending services ?

- The condition depend on the quantity and with what kind of services ?

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

Transform TVM as an interactive Kiosk for a better passenger service

- Reinvented ergonomics with a large tactile wall
- Welcoming shape for an intuitive use by traveler
- Real-time connectivity with remote assistance for more services



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

Turn key project

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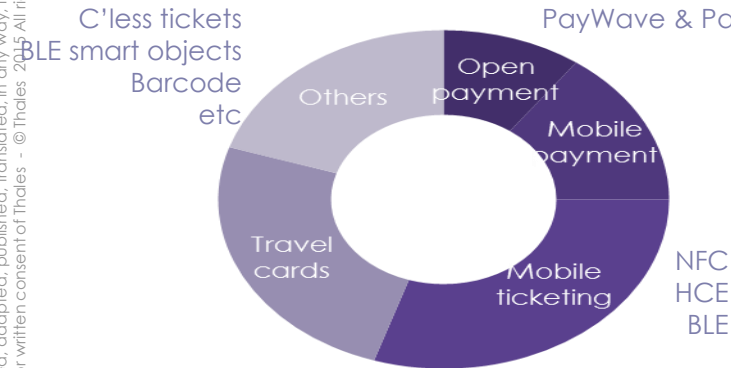


Trends for the future



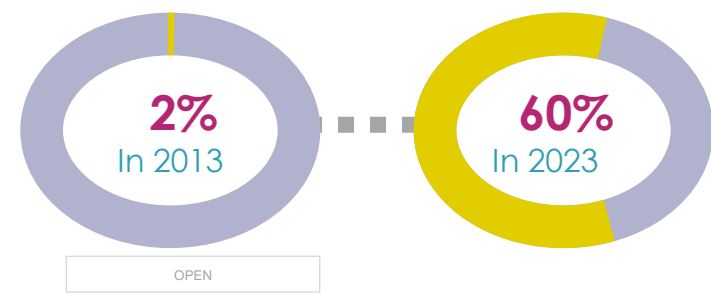
5 to 10 years vision: people must have more choice

Mobile, bank cards...
contribute to support better mobility



New practices & technologies address both travelers, operators and agencies expectations

Strong push of mobile and contactless payment & resilience of classical ticketing



State-of-the-art e-ticketing Systems

Card and Account



Pay and identification



Effortless travel



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Key recommendations for the future

Replace obsolete card centric systems

- Up-to-date technologies
- Cloud based deployment
- Open standards

Add-on strategy, smooth transition to Account Based Ticketing for:

- Current media as an id card
- Mobile ticketing
- EMV media usage as Pay-as-you-go

Sales process

- No sale process for occasional users
- Regular users able to buy products over the internet or front office
- Prepaid Immediately available as created in the card context.

Validation process

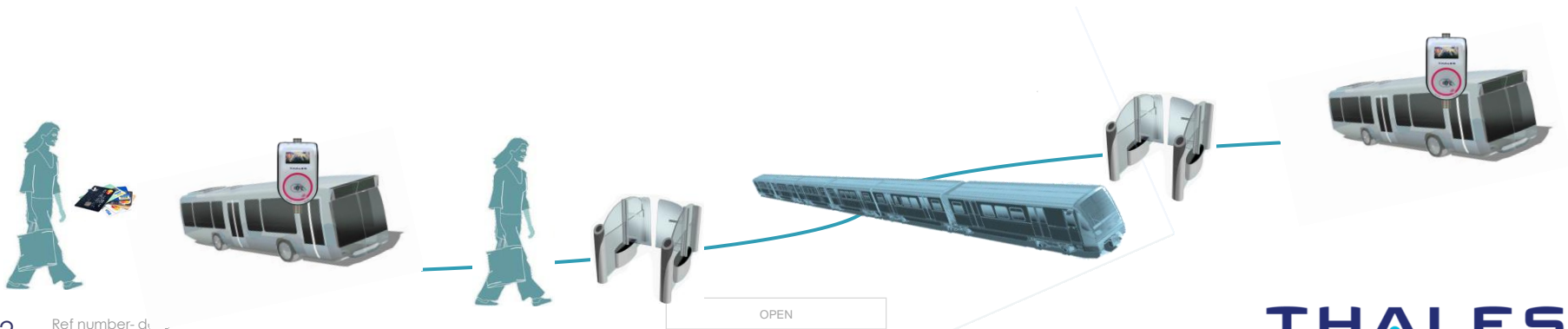
- Directly at the gate or the validator
- No balance information available at the point of validation



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From the validator to the bank

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Questions ?

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