



ITS and Electronic Ticketing Solutions

Ruter – TVM as a sales channel

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init

About INIT

INIT is the worldwide leading supplier of integrated **ITS, planning, dispatching and ticketing systems** for buses and trains.

For more than 30 years, INIT has been assisting transport companies in making public transport more attractive, faster and more efficient.

Basics and background

- Market share of TVM's in Oslo
 - 2015: 8%
 - 2019: 4%
 - **2023: 0-2%?**
- Trend globally similar, however not this fast
- Current TVM's EOL 2020
- Ruter to define if TVM's are needed after 2020
- Still remarkable user groups for TVM's
 - Tourists
 - Occasional travellers
 - Travellers w/o smart phones (67% of Norwegians have a smart phone)

Basics and background

- Increased value of short-term tickets sold in Oslo

Ticket type	2012	2013	2014	Growth
Enkeltbilletter	902 346	1 072 860	1 176 102	30,3%
24-timersbilletter	50 900	66 801	74 025	45,4%
7-dagersbillett	82 053	94 901	104 734	27,6%

Figures in NOK 1 000, source: Ruter Årsrapport 2014

- Short-term tickets usually bought by
 - Tourists
 - Occasional travellers
 - Travellers w/o smart phones
- Short term tickets are still today often bought from TVM's

TVM as a cost efficient channel

- Old TVM's usually expensive to maintain
 - Increasing need of spare parts
 - Complicated mechanisms (hoppers, dispensers etc.)
 - Life cycle about to end
- New TVM's
 - No need for remarkable maintenance
 - Without cash handling
 - Credit/debit cards
 - Smart cards
 - Only „daily“ maintenance is the change of paper rolls or printers

VENDstation

- Robust housing
- Bright resistive 15 inch TFT display with touch screen
- TSI-PRM with braille
- Contactless payment methods
- Card reader for contactless cards (RFID)
 - Customer cards according to RFID standards: ISO 14443 a/b, ISO 15693, MIFARE® NFC- cellular support
 - Optional: ITSO, EMV Level 1
- Options for
 - Cash handling (coins and/or bills)
 - 2D barcode scanner
- Up to 4 stand alone thermal printers



An aerial photograph of a complex multi-level highway interchange in a city. The image features several elevated roadways with multiple lanes, supported by concrete pillars. A prominent feature is a large, curved section of the highway where the road surface is highlighted with a bright green overlay, suggesting a specific lane or a digital simulation. The background shows a dense urban skyline with various high-rise buildings under a clear sky. The text 'Thank you for your attention www.init-ka.de' is overlaid in a green, sans-serif font in the upper center of the image.

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