



# Key elements to consider for a successful AFC ticketing modernization.

**Making innovation possible.**

**Date:**

October 2020

**Presentation to:**

Transit Ticketing & Fare Collection  
APAC 2020 Virtual Conference



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# Speaker



Maxime has more than 10 years' experience in the smart card industry, covering both Transport and Payment areas. As part of Fime team, Maxime is responsible for the global Bid Management team. As such Maxime works closely with Sales and Technical teams to propose the most effective approach in order to make innovation possible. With a solid background in test services, Maxime and the Fime team are supporting Integrated fare collection solutions deployment by providing consulting and testing services.

**Maxime LE CORRE**

Fime





# Fime is rebranding.



**fIME**<sup>®</sup>

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One Action. **A billion transactions.**

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# Enabling customers worldwide.

450+

Experts & employees

3

Development centres

9

Fime laboratories

3000+

Customers

18

Locations

40+

Accreditations





# Agenda

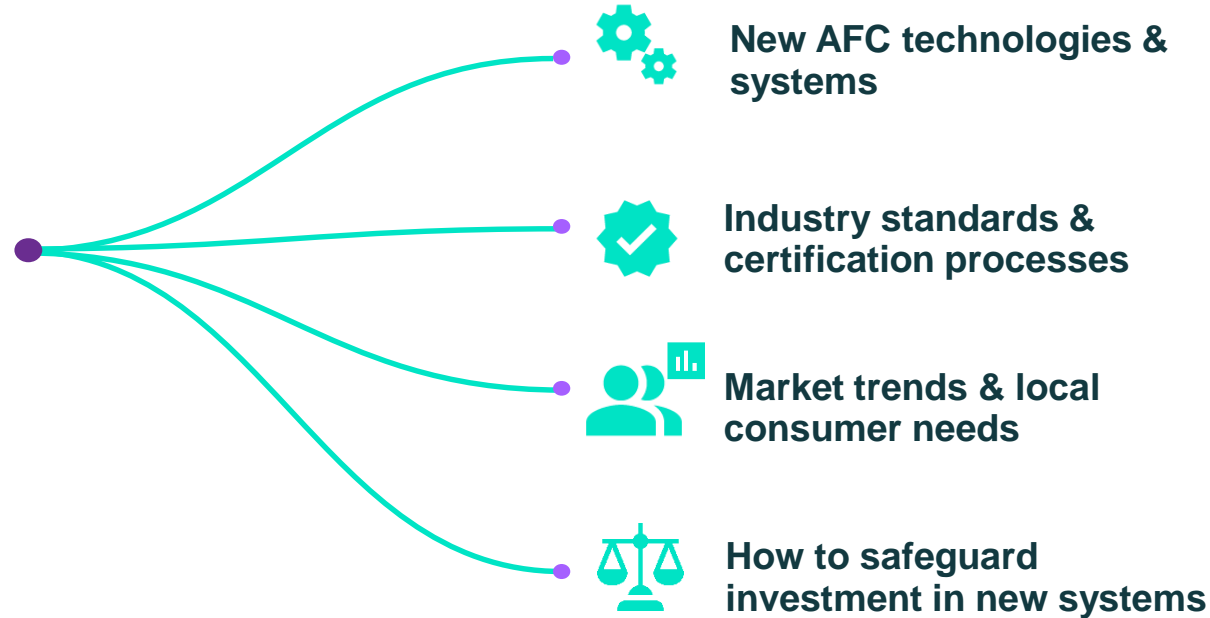
## Key elements to consider for a successful AFC ticketing modernization

1. Drivers & constraints
2. Take advantage to explore new opportunities
3. Operational method and project scope outline



# What's at stake for PTOs?

Where PTOs focus on many critical and political aspects they look for niche SMEs to bring them peace of mind, validate and control the good delivery their technical choices

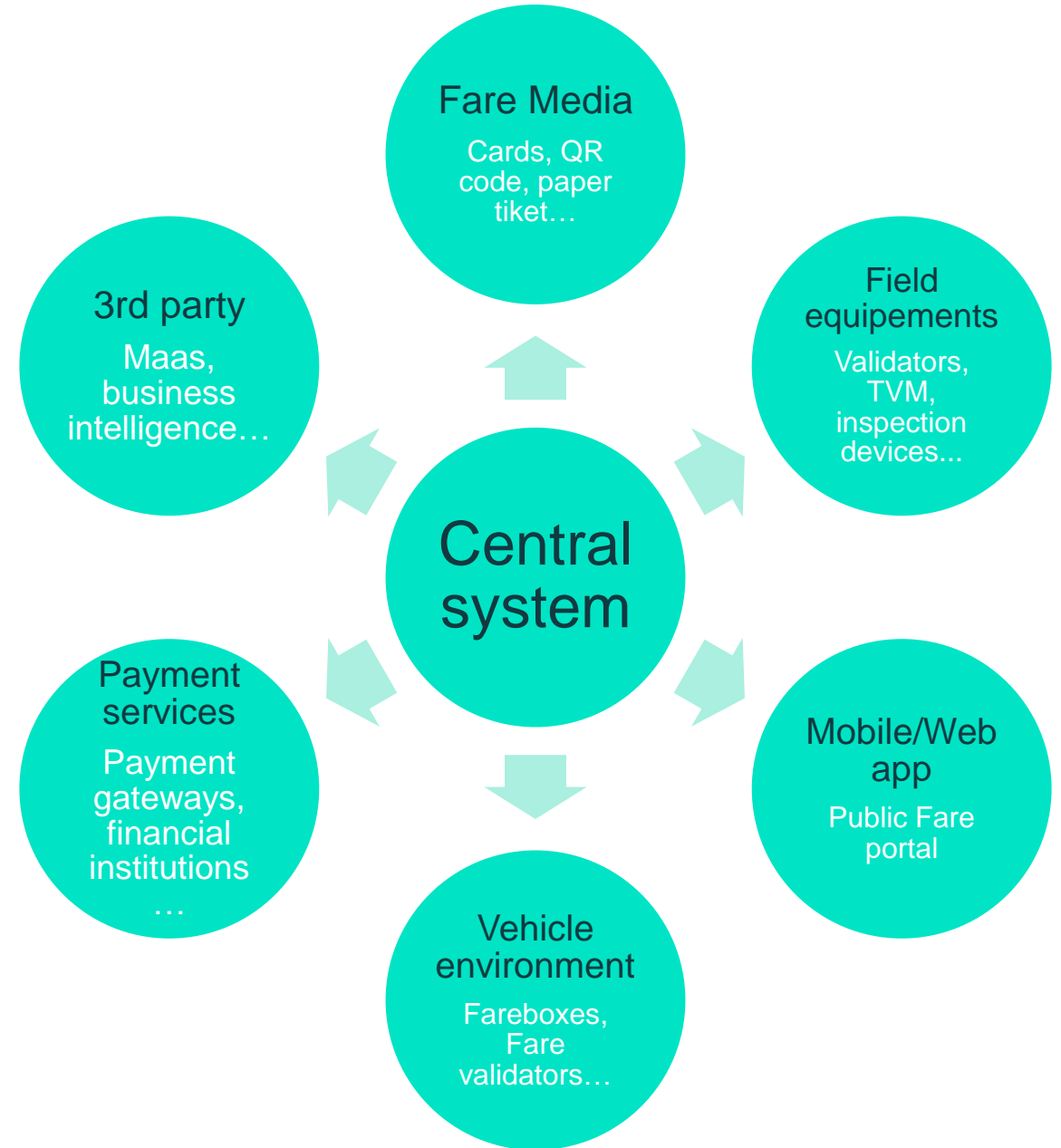




# AFC ticketing modernization project

## Objectives

- Gather various functionalities of process control, monitoring and maintenance of the various operations needed throughout the **process of issuing, distribution, sale and validation of transport tickets.**
- Manages the access control to transportation, and the processes of consolidation, settlement and clearing in **multimodal systems.**
- Develop the use of transportation systems by facilitating access to public transport through **multiple uses and interoperable media between multiple systems.**







# AFC ticketing modernization project

## Key drivers and benefits

- Simplify citizens travel experience (save time and money).
- Reinforce brand image and operational efficiency.
- Reduce infrastructure operational costs.
- Reduce the use of banknotes and associated operational costs.
- Improve security and limit fraud in public transport.
- Reduce dependencies.





# Take advantage to explore new opportunities...



## Business enablement

- New services
- Non fare incomes/non travel products
- Data management



## Funding models

- Governmental loan
- National / International grant
- Public-private partnership (PPP models)



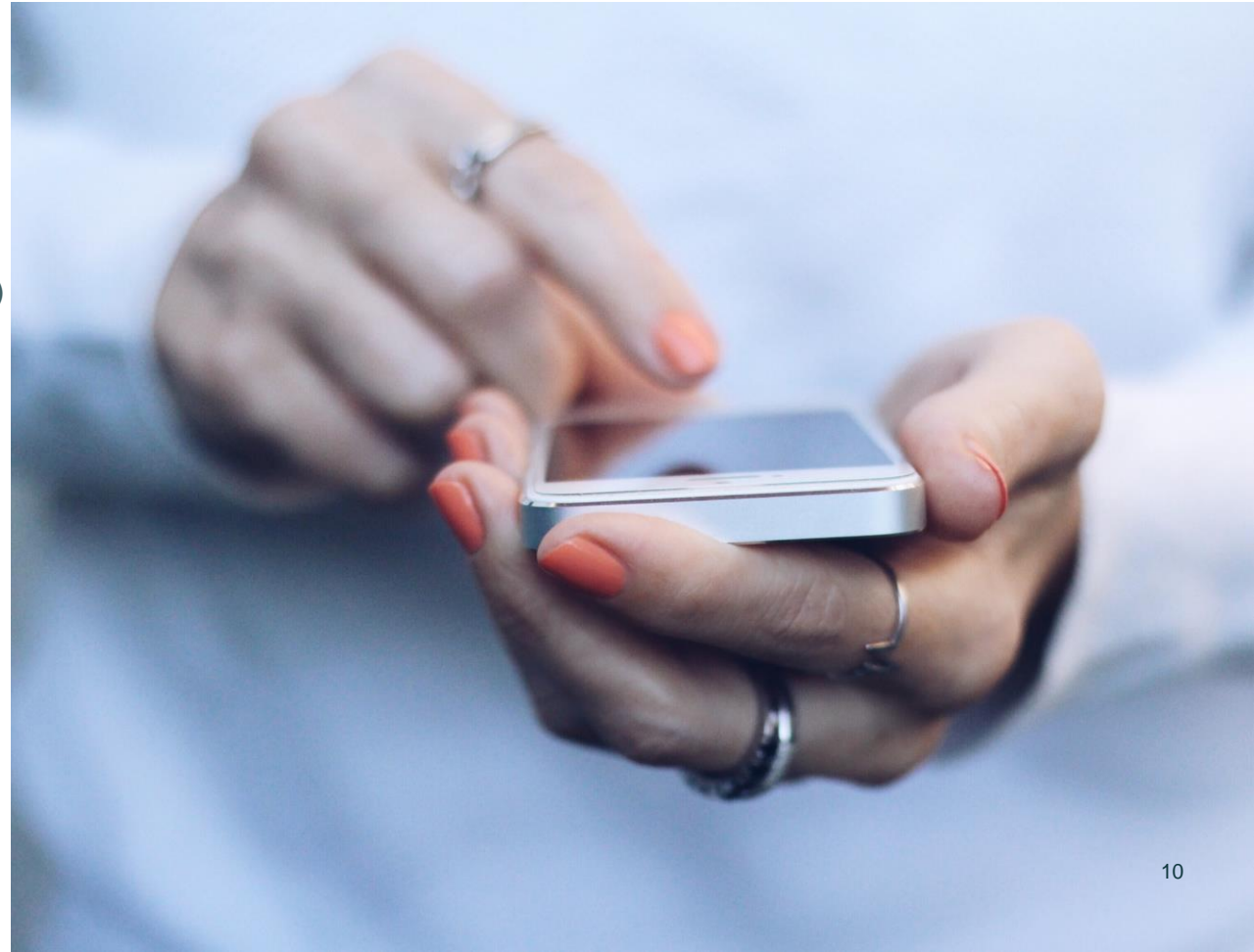
## Refresh existing designs

- Replace obsolete systems
- Change inflexible components
- Implement Open standards



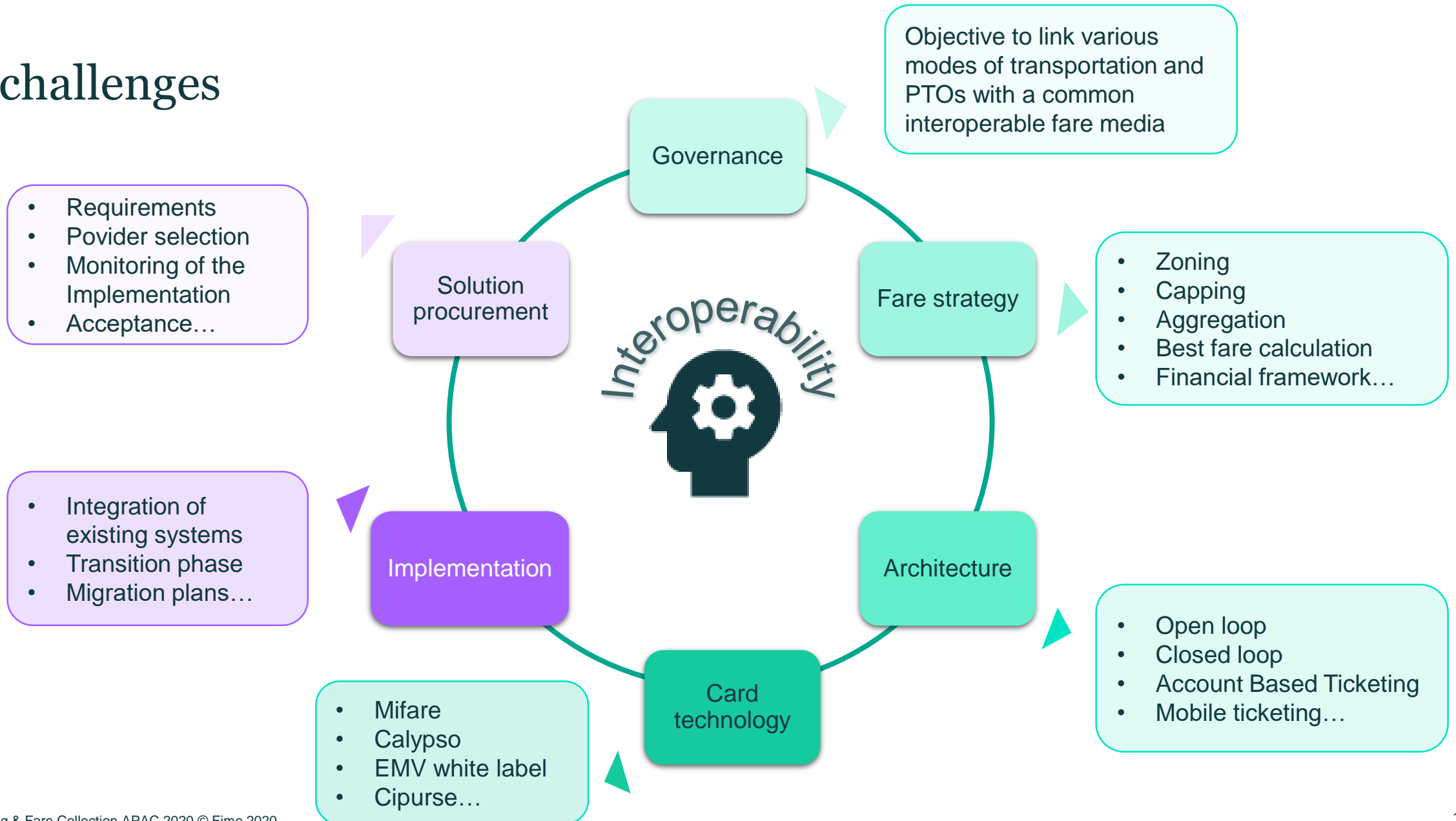
## Prepare the next level

- MaaS
- Biometrics
- Artificial Intelligence
- Connectivity and 5G





# Key challenges

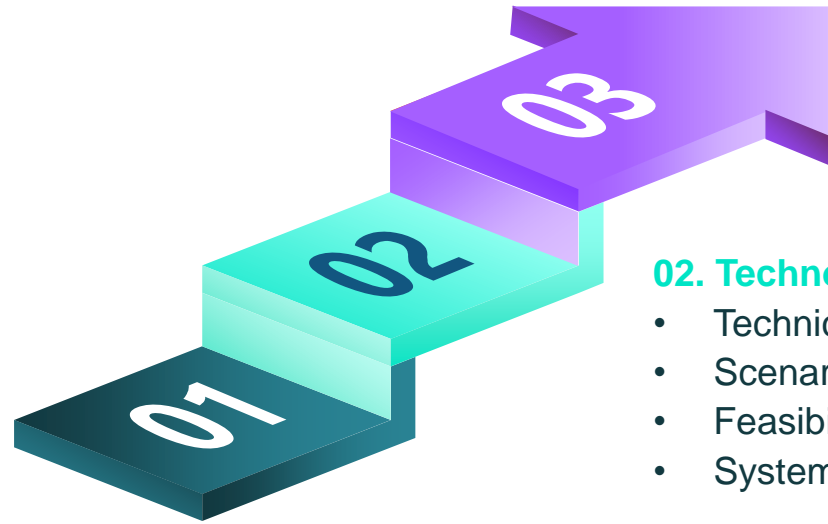




# Recommended strategy

## International consultants support.

PTAs and PTOs need to be supported by international consultants able to accompany and advise the stakeholders along all the project cycle.



## 01. Business strategy

- Organization and governance
- Fare strategy (zoning, products)
- Financial framework (fees, apportionement, ROI, )
- Data Management strategy

## 02. Technology strategy

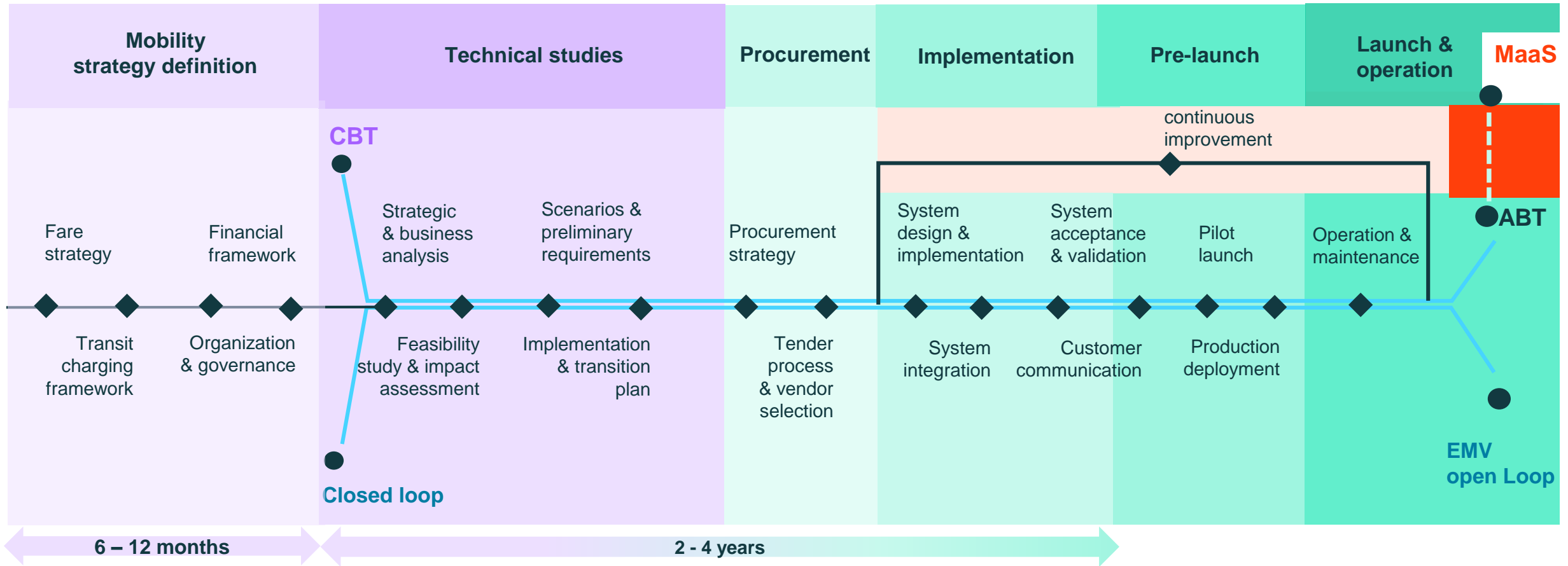
- Technical governance and standardization
- Scenario definition (use cases)
- Feasibility / impact studies
- System requirements definition

## 03. System implementaton

- Procurement
- Implementation and validation
- Deployment and public launch



# Operational method and project scope outline





# Our strategy to support you deploy your trusted smart mobility solution.

Define

## Go ahead.

We help our clients answer critical business questions formulate their technical strategy to grasp new business opportunities.

Design

## Improve efficiency.

We help our customers choose the best technical and cost effective options, and design an efficient test strategy.

Deliver

## Make it happen.

We help our clients roll out the chosen solutions, and develop the ad-hoc test plan and testing tools.

Test

## Ensure trust.

We help our clients test their solutions for compliance and quality assurance purposes.



# Thank you





# Discover more about how Fime can help your business.

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