



## Transport for London (TfL) London Underground Project Steve Fitton

VP, EMA, Transportation – Solutions & Components













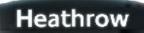












## TfL Reasons for Change

256 PICCADILLY LINE



38000

## The "Fit for Future" project



- The plan for modernising London Underground
- Maximising capacity with the existing network
  - Night tube services
  - The new station upgrades –handle up to 20,000 people per hour!
- World class customer service
  - Ensure all Tube stations are staffed while services are operating
  - Make journeys easier for customers
  - Deliver improvements with the best possible value for money
- £100 M investment in services, equipment and staff
- Further information: fitforthefuture.tfl.gov.uk



## TfL: The reasons for change



Traditional approach



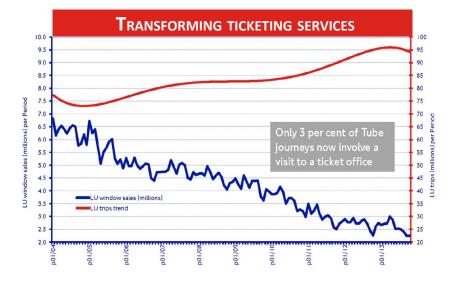


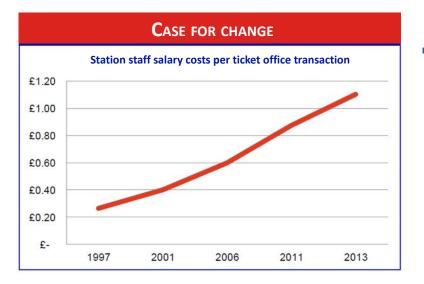
#### New approach



## TfL: The reasons for change

- Ticket office demand is forecast to continue declining
- Customers want visibility of staff in the ticket hall





- Staff costs have increased
  - Ticket sellers are 19% of station cost base



## The challenges

- The time spent carrying out the cash handling and station accounting processes must be reduced!
- Cash reconciliation process Needs to be improved!
- Reliability and efficiency of the cash collections process by the CiT contractor – Needs to improve!
- All of the above requirements to be achieved with reduced time and complexity without simply moving complexity downstream



#### Heathrow

## The contract award

256 PICCADILLY LINE

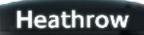


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### Contract award

- Contract signed 2<sup>nd</sup> September 2015
- Equipment and services:
  - 283 x RCS systems
    - 250 x RCS400 / 2.0 + SDM504S
    - 33 x RCS800+ SDM504S + SDM500S
  - SoftOne Intelligence with dashboard and reporting enhancements
  - Communication and data services including secure data hosting
  - Full project management
  - 4 year service agreement
    - 24/7 service cover
- Contract value
  - GBP 8.2 M



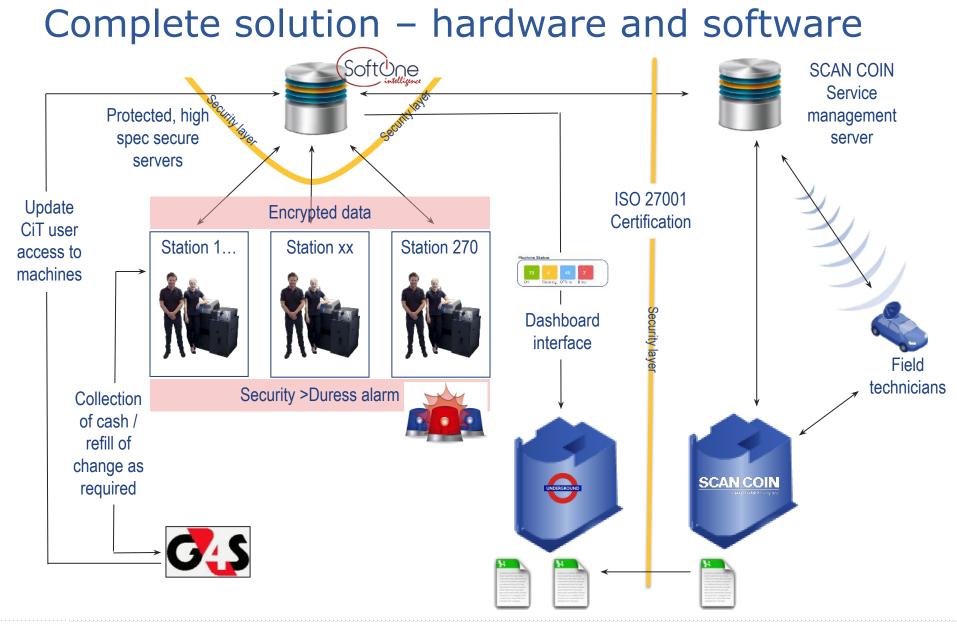


# The solution deployed

256 PICCADILLY LINE



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## End result – meeting objectives

- The time spent carrying out the cash handling and station accounting processes must be reduced – Reduced!
- Cash reconciliation process Improved!
- Reliability and efficiency of the cash collections process by the CiT contractor Improved and simplified!
- All of the above requirements to be achieved with reduced time and complexity without simply moving complexity downstream



## **Client benefits**

- Hard benefits
  - Net saving ~220,000 man hours per year



- Effective time savings equating to staff costs of GBP4M per year
- Notional Return on Investment of less that 2 years



## **Client benefits**

- Soft benefits
  - Simplified cash processes
    - Less people, less time
    - Staff available for more customer service functions
  - Improved availability of cash management reporting
  - More efficient cash collection processes
  - Improved security cash, data and staff!
  - Increased customer service!
- Customer feedback:

https://www.youtube.com/watch?v=DK0Eg44-elU&feature=youtu.be



