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Company Newsletter of INIT Innovations in Transportation, Inc. for business partners, employees and friends



## New Technology for ITS Market. INIT's latest MDT revealed at APTA Expo.

### Innovative

> Product spotlight:  
MOBILE-PLAN & PERDIS

> TOUCHmon:  
New MDT Technology from INIT

### Informative

> ITS: Planning is the key

### International

> Bavaria, Germany:  
Bavaria chooses INIT technology

### Interesting

> Work Group Meetings &  
Webinars

> Events

### Imprint

Fall/2008

25init  
years of innovation

INIT Innovations in Transportation, Inc. plans to unveil their new interactive, Large Screen Mobile Data Terminal at the APTA Expo in San Diego on October 6. The TOUCHmon is an easy to view, robust, messaging control panel that displays route and schedule adherence information with the added ability to display live pictures from a rearview analog camera.

*"We are very excited about the un-veiling of the TOUCHmon at the APTA show this year", says INIT's Vice President of Sales, Matt Klein. "The design of this new technology has come at a great time and the advantages for transit agencies using the TOUCHmon are already being realized."*

*Continued on page 3.*

Dear Transportation Professionals,

As a new member of INIT's sales team, it's my role to market and develop business opportunities in the U.S. and Canada. My main objective is to promote MOBILE-PLAN, our fixed route scheduling solution, and PERDIS, our driver management and timekeeping software. INIT has been implementing these applications for more than 20 years and has more than 150 customers world-wide.

MOBILE-PLAN is our new generation fixed-route scheduling software which encompasses our vast years of experience and knowledge of the transit industry.

Timetable planning can be performed in both tabular and graphical views. MOBILE-PLAN also

features blocking and runcutting optimizers, which can be run separately or together, and can provide several optimization scenarios. The sensitivity analysis optimizer can help you further reduce vehicle requirements by allowing you to make minor changes to trips.

PERDIS is a complete driver management solution for public transportation agencies which enables agencies to streamline their internal processes while ensuring that labor rules are met.

Extensive system parameters allow you to define labor and payroll rules such as allowances and guarantees without expensive customization. PERDIS improves dispatcher work flows, ensures that licenses and qualifications are verified, provides more flexibility for roster creation and generates accurate payroll data.

For more information on MOBILE-PLAN and PERDIS, check our article on the next page. For a free demonstration, call me today. I look forward to showing you how your agency can streamline your planning and operational tasks while reducing your costs.



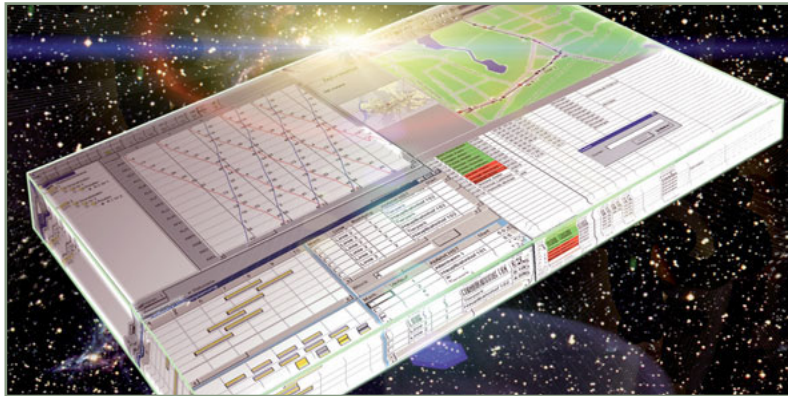
> Bridgette Holzapfel  
Director of Business Development

*Bridgette Holzapfel*

Bridgette Holzapfel

# Product Spotlight: MOBILE-PLAN & PERDIS

## Fixed Route Planning & Bid Dispatch Software.



> **MOBILE-PLAN**, the intelligent management system that optimally organizes schedules, routes, blocks and transit data.

We live in a performance based society, in which efficiency and economics are decisive factors for the competitiveness of companies. This is also true for public transit companies. The use of resources, whether vehicles or personnel, must be managed efficiently. The goal is to make intelligent use of existing capacity, and limit additional investments. This requires comprehensive planning and coordination of existing resources. **MOBILE-PLAN** is a state-of-the-art planning system that optimally organizes schedules, routes, blocks and transit data. It also passes on the data generated to control centers and vehicle computers and provides information to passengers or to other systems. The integrated planning and data management system lets transit agencies optimize operational processes, improve the efficiency of the vehicles and personnel resources used, and cut administrative costs.

**MOBILE-PLAN** is unique since it combines transit planning and data management into one system, and can work entirely without interfaces. This advanced software is completely adapted to the INIT product suite through common central data storage in **MOBILEcore**. The module is implemented in JAVA using the latest object-oriented methods and is divided into four basic modules: scheduling, block building, runcutting and GIS.

The integration of a GIS (Geographical Information System) simplifies data maintenance and offers clear visualization of the data as well as making changes immediately visible in all other modules. CAD/AVL objects such as Traffic Signal Priority points, fare zone points, stop masts, announcement trigger points, and network and individual routes can be clearly created and maintained at the GIS level.

**MOBILE-PLAN** organizes the data flow in the transportation company. It provides all relevant data to the planning and optimization systems, as well as the vehicle control and fare collection systems. As a prerequisite, **MOBILE-PLAN** ensures data consistency between planning, CAD/AVL and the vehicle autonomous systems. **MOBILE-PLAN** is based upon **MOBILEcore**, the INIT public transportation data model.

### PERDIS

**PERDIS** offers a complete Driver Management solution for public transit agencies that includes rostering, bidding, dispatch management, vehicle management and timekeeping for payroll management. This functionality enables agencies to streamline their internal processes while ensuring that labor rules are met. Having the ability to update the extensive parameters within the system allows companies to operate

within individual rules without expensive software customization. This includes being able to specify operation and wage calculation parameters such as allowances and guarantees, as well as ensuring valid driver licensing and qualifications.

**PERDIS** features an intuitive program structure and Windows Graphical User Interface (GUI) which reduces the amount of initial training time required. The logical structure of the system enables time consuming tasks to be performed automatically by the system or manually by the dispatcher while ensuring consistency of the data.

**PERDIS** also utilizes a nonproprietary database with standardized interfaces which gives the user the ability to transfer data to or from other systems easily and efficiently. **PERDIS** is compatible with most planning applications used in public transportation. A system with this flexibility and robustness makes it possible to automate these manually intensive tasks, saving valuable time and ensuring accurate timekeeping calculations.

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> **PERDIS** - the complete driver management solution.

# Innovative. Intelligent. Inspiring.

## TOUCHmon Mobile Data Terminal — New technology for the ITS market.

Continued from page 1



> TOUCHmon - the multi-functional MDT features two views: interactive and live picture.

"The new MDT with its large touch screen will provide drivers added security and peace of mind. Because of the clear display of information, and the option of live pictures from the rearview camera into the MDT, the operability of the entire transit system is improved", Matt explains.

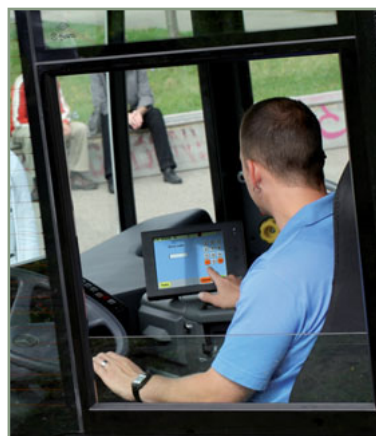
The camera is controlled by the on-board computer and connected through a high speed serial graphic interface. The camera view is automatically initiated when the reverse gear is engaged giving the driver full view of his surroundings when reversing the bus.

The multi-functional, 8.4", full color touch screen features SAW (surface acoustic wave) technology, the latest breakthrough in touch screen design. The scratch resistant glass makes it virtually impossible to scar or damage. Even the use of ball point pens will leave no marks.

With a high luminosity backlight that automatically adjusts to the ambient lighting in the vehicle, drivers can enjoy clear and legible visibility in any setting. The MDT eliminates the need for extra video monitors on board the bus and streamlines the driver's work area.

The TOUCHmon is designed with a built in audio amplifier that transmits navigation announcements clearly and distinctly. The robust, 3 mm aluminum cast housing and the operating temperature range from -4°F to 140°F, making the TOUCHmon the ideal mobile data terminal for public transit agencies worldwide.

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> TOUCHmon mounts easily at the driver's station creating a sleek and more efficient work environment.

INIT will showcase the TOUCHmon along with their full range of ITS technology at booth #2113 on October 6-8. If you are planning to attend the APTA show, come by and get a free demonstration of INIT's new MDT. To request a personal meeting with one of the INIT team, go to [www.initusa.com](http://www.initusa.com) and click on the EXPO logo.

### APTA EXPO

October 6-8, 2008

**BOOTH #2113**

(Near the Starbucks, between Hall E & F)

**San Diego  
Convention Center**

[www.initusa.com](http://www.initusa.com)

#### Other Products to be showcased at the APTA Expo include:

- > Real-Time Passenger Information
- > Automatic Passenger Counting
- > Computer Automated Dispatch / Automatic Vehicle Location
- > Fixed Route & Paratransit Scheduling Software
- > Bid Dispatch Software
- > Mobile Data Terminals
- > On-board Computers

# ITS – Planning is Key.

## How to ensure the success of your ITS system.

“Intelligent Transportation Systems (ITS) improve transportation safety and mobility and enhance productivity through the use of advanced communications technologies. ITS encompass a broad range of wireless and wired communications-based information and electronics technologies. When integrated into the transportation system’s infrastructure, and in vehicles themselves, these technologies relieve congestion, improve safety and enhance productivity.” (Source: ITS America)

### Why Create an ITS Plan?

Today, transportation agencies take the time to map the future of their technology needs. But what happens to those who don’t? They often find themselves with outdated systems that are no longer functional, no longer supported by the vendor and not compatible with other current systems. They may find that they can no longer buy replacement parts. Once the death of the current system is imminent, crisis mode sets in forcing companies to make hasty decisions and rush the procurement process. The main disadvantage of this reaction is that it forces agencies to make poor and uninformed decisions when selecting a new system. This reactionary attitude often permeates the agency atmosphere, deflating employee morale and portraying a negative image to customers. The end result is a transit agency at risk, with frustrated employees and dissatisfied passengers. You’ve heard the proverb; an ounce of prevention is worth a pound of cure? Think of it this way: Planning is the prevention and an intelligent system is the cure.

### Why Planning is Important

The ability of transit agencies to plan for the future greatly increases the likelihood of their success. Reasons for planning are numerous. Planning allows

time to properly assess and project the agency’s needs and create short and long term goals to meet those needs. It also gives agencies more time to choose a vendor that will make a good long-term partner, rather than a quick fix for the current crisis. Planning allows the agency to build a framework for future expansion which leads to wise spending of agency funds. Lastly, it increases the likelihood of integrating new systems that will work across all the departments, to maximize productivity, efficiency and return on investment. Outlined below is a series of steps for building a good, sound ITS plan.

### Create an ITS Planning Committee

A typical mistake that we see agencies make is planning within a vacuum – i.e. creating a plan without involving others in your organization. Getting input from all your key stakeholders is important to understanding how the information must flow through the organization. Involving stakeholders from the beginning is also key for successfully implementing the plan down the road. Therefore, the first step in creating your plan should be to create an ITS Planning Committee. Recruit a key stakeholder from each department in your agency, such as administration, operations, maintenance, marketing, planning, customer service, etc. These

members will comprise the team that will help you formulate an ITS strategy. And don’t forget to include Senior Management. Senior Management involvement is also key to building and implementing a successful ITS plan.

### Identify the Needs of each Stakeholder Group

Once you have formed an ITS committee, have each member assess and record the requirements of their department. Ask them three (3) key questions:

- 1) What do you do?
- 2) What information do you need?
- 3) What information do you provide to others?

Once you have received all of this information, summarize the needs of each department to provide an overview of the information required across the organization and who creates, edits and uses it. This will provide you with an overview of information sharing, potential information sharing and lack thereof!

### Identify and Prioritize your Problem Areas

Next, highlight the areas in your organization that are at risk and/or that are running inefficiently. These will be the areas that may benefit most

Information	Stakeholders								
	Planners	Dispatchers	Supervisors	Drivers	Maintenance	Management	Marketing	Passengers	Police
Schedules	Create	View		View			View	View	
Daily Schedules		Edit		View					
Real-time Vehicle Locations		View	View		View				View
Schedule Adherence	View by Route/Day	Real-time Alerts	Real-time Alerts			Summary View			
Passenger Count Data	Detailed View	Alerts				Summary View			
Incident Reports		Create	Edit	Create		Report			
Accidents		Create		Create	View				Report
Vehicle Maintenance Issues		View		Create	Create	Report			
Etc.									

Figure 1: Summary of Agency Information Needs by Stakeholders Group.



from new or updated technology. Then start researching for potential solutions.

### Research Solutions

There may be multiple ways to solve different problems, so you need to research different technologies that can potentially address them. As you research the different options on the market, gather information about:

- 1) features
- 2) benefits
- 3) return on investment
- 4) costs

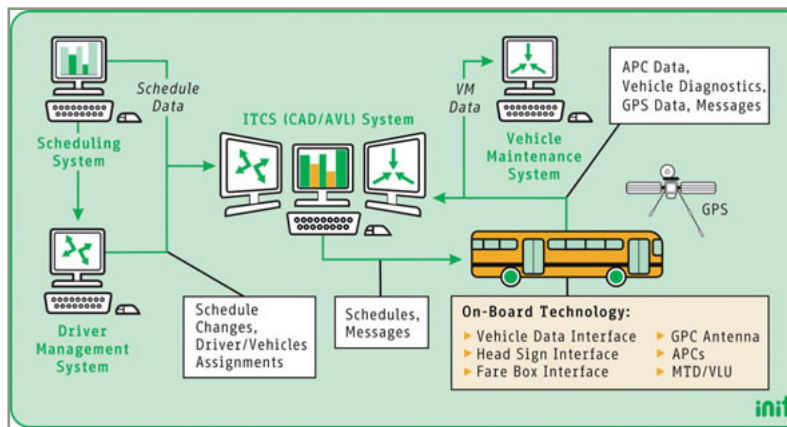
Remember, buying off-the-shelf products is much more affordable than creating custom solutions, so it's important to know what's already available. You should also contact other agencies that have implemented these technologies to learn from their experience. They will also likely offer ideas for how they could have done it better. Learn from others' experiences!

### Build an ITS Business Plan

Now that you have identified your needs and researched potential solutions, you can begin to build your plan. Identify the technology components that would benefit your agency and illustrate through a system diagram, how they would work together. If you are considering a phased approach, include a time line showing each component and the suggested implementation timeframe. The plan should include the estimated benefits for each stakeholder group, such as cost savings, increased efficiencies and revenue opportunities. Once it's complete, review the plan with your ITS committee to ensure that it reflects the needs of the organization.

### Secure your Funding

Next step — find the money! Although we won't get into details here, suffice



> Figure 2: Sample System Diagram

it to say that a well thought-out and researched plan to submit with your grant request should increase the likelihood of receiving funding for your plan.

### Select your Product and Vendor

As you go through your selection process, make sure you choose a vendor that you can work with for the long-term. Let's face it, ITS relationships last longer than many marriages! So, choose your ITS partner wisely. Outline your current and future integration plans in your RFP and ask respondents for information on their integration abilities and experience. Select a vendor with the technology and experience to support your plan. Look for open systems, non-proprietary databases and existing interfaces with the systems you want to integrate with, since this will dictate the cost and feasibility of future integration. Always keep in mind that a low cost bid may not provide the lowest cost over the long term.

Also, select a vendor with a proven track record of success. Ask customers of the vendor what it's like to work with them. Choosing the proper vendor is just as important as choosing the proper product.

### Implement your System

As you implement your system, remember to tie it all back to the ITS Plan. Remember the reasons why you chose the technology. Implement new workflow processes so that everyone who needs the information has proper access. And most importantly, involve the stakeholder representatives from your original ITS committee. Bring it all back full-circle!

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## INIT wins in Bavaria.

A region wide transport system takes a multi-modal control system.

In our June issue, we discussed the advantages of INIT's **MOBILE-ITCS** (Intermodal Transport Control System) which INIT installed in Munich, Germany prior the 2006 Soccer World Cup Tournament. Now, Bavaria has chosen to utilize INIT's **MOBILE-ITCS** system also. The contract between the DB, Stadtverkehr GmbH and INIT will establish a regional operations control and real-time passenger information system with integrated fare management for four units of the transit system in Bavaria. As a result, INIT will equip some 3,000 vehicles from Franconia to East Bavaria and from Upper Bavaria to the Allgäu that will be controlled by a single standardized system.

One of the project's goals is to optimize information and operational procedures across the four different organizations. To guarantee this, four DB subsidiaries, as well as several private bus operators, will be managed within a single multi-client-capable system. The integration of the four DB subsidiaries will create synergetic effects from which not only the involved companies, but especially passengers will benefit. The advantages are clear and will include quality improvements in schedule adherence, passenger information, and assured connections.

### One Control Center for Four Transport Companies.

These improvements are possible thanks to the innovative Intermodal Transport Control System **MOBILE-ITCS**. Crucial for the DB Stadtverkehr is that the multi-client-capable fleet management system meets the requirements of a sophisticated system concept with an open architecture. The main control center for all companies is located at the OVF in Nuremberg. Dispatchers running more than 50 workstations at different locations within the service area will now be able to use the ITCS functionality.

**MOBILE-ITCS** has the added feature that allows dispatchers to access only the



> The export of real-time information into the railway's information system ensures a better dovetailing of bus and train services.

data authorized for their company. This ensures that all relevant company data is secure, and even allows the integration of competing companies into one system. The comprehensive range of dispatching measures — from connection protection to a diversion management handling plan, as well as ad hoc detours — provide dispatchers with the tools they need to react flexibly to any incident.

For the evaluation and visualization of relevant operational data, the transit companies can count on the high-capacity statistics module **MOBILEstatistics**. Along with **MOBILEstatistics**, the forms management system

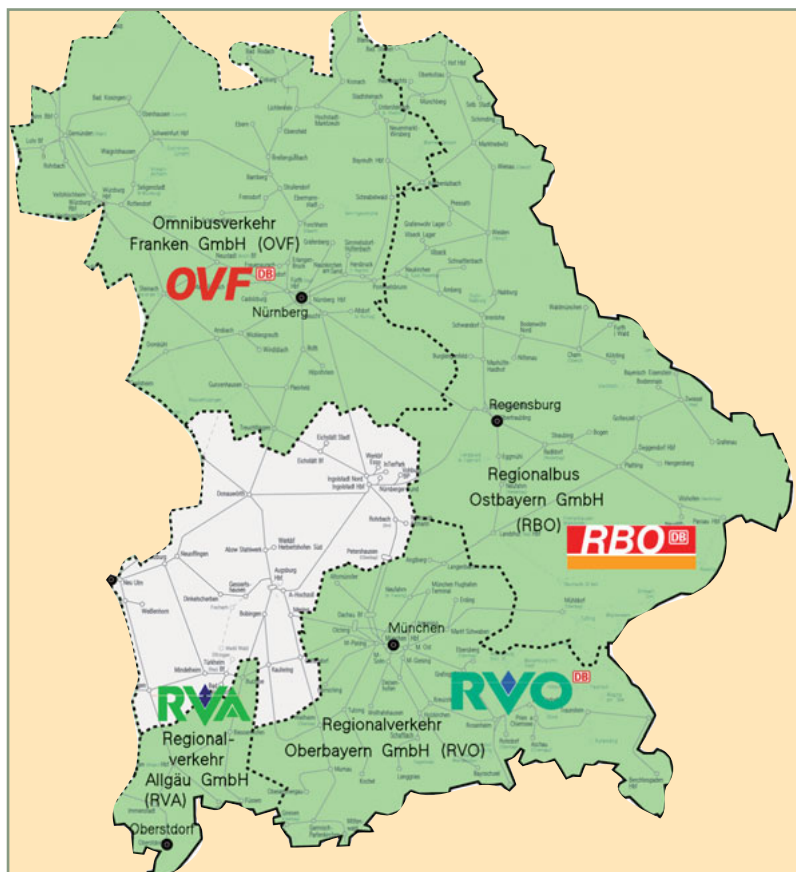
**MOBILEforms** and the report generating system **MOBILEreports** provide an integrated workflow management.

### Area-Wide Information Coverage.

Reliable real-time passenger information is provided by the dynamic passenger information system **MOBILE-STOPinfo**. It calculates accurate real-time information using a sophisticated prediction algorithm based on the exact determination of the vehicles' positions. This real-time passenger information is exported via VDV interfaces to DB's Information System



> The multi-client capable **MOBILE-ITCS** allows for a more efficient control of the DB subsidiaries' overland traffic.



> More than 3,000 vehicles will be managed in almost all of Bavaria by MOBILE-ITCS.

for Travellers RIS, as well as to the Bavarian Railway company BEG's Bavaria-wide Information Management System ByIMS. Thus, the transit companies can guarantee better integration of bus and train services and provide real-time travel planning for passengers.

**Mobile – on demand.**

The regional subsidiaries of the DB Stadtverkehr are going to do even more for their passengers' mobility. They will establish an on-demand transport system served by minibuses and taxis. The **MOBILEcall** module that is going to be installed with the **MOBILE-ITCS** supports a number of flexible modes of on demand transport like on-demand route-based operation and direction-

bound service mode, for example. In addition to the ITCS, an integrated complete system for various service modes is being created to support the companies at the planning and service provision stages of an efficient, demand-oriented transport.

**Modern vehicle equipment.**

INIT's innovative solutions will not only improve the control center, but also the transit companies' fleets. Some 2,800 vehicles will be equipped with INIT's newly developed **EVENDpc**, a PC-based on-board computer with ticket printer functionality. It combines the technological superiority of two well proven and high-performance INIT products: the PC base of the vehicle IT platform **COPILOTpc** with the integrated

functionality and sophisticated software of the ticket printer/on-board computer **EVENDsmart**, which has already proven successful with the private bus operator Trent Barton in Nottingham, UK. With the additional flexible interfaces, the integrated communication module for GSM, GPRS and EDGE (Enhanced Data Rates for GSM Evolution) and the user-friendly TFT display, the **EVENDpc** offers a highly integrated solution for all key tasks of the bus drivers in a single box.

**Maximum integration.**

The innovative background system **MOBILEvario**, for the clearing of all electronic fare management and the ticket management, is seamlessly integrated with the ITCS. Thus, all important functions – from ITCS, data management, passenger information, on-demand services, statistics, forms and reports management to fare management – are covered by the comprehensive INIT product range. Thus, INIT installs a solution with a maximum depth of integration that, thanks to the integrated data management, offers enormous savings potential. With this region-wide ITCS (the Regio-ITCS), INIT implements the largest ITCS in Germany to date. The service area comprises 60 administrative districts, 22 cities and the cross-border transport to Austria. A huge challenge – which we are looking forward to.

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## Webinars & Work Group Meetings: Taking customer support to the next level.



> **Work Group Meetings give agencies a chance** to collaborate and share best practices, as well as showcase their operations centers.

One of the goals of INIT is to increase customer satisfaction. One of the ways that INIT is working toward this is by hosting quarterly Webinars. A Webinar allows customers from all over North America to come together in a training session or product demo, whether from their corporate office, home office, or even while traveling. All that is needed is a phone and an internet connection. The Webinar technology allows the trainer to “share” his or her computer with the different attendees, thus allowing them to see what the trainer is going over. By using the Webinar

and a conference call, the trainer has the ability to give training or product demos to a large number of people, thus reducing cost to everyone. By allowing people from different agencies to come together at one time, it also helps open discussion and the sharing of ideas.

Another venue for customer support is the North American Working Group Meeting. These meetings are held twice a year and are designed to create a forum for customers to collectively share ideas and exchange best practices regarding INIT’s CAD/AVL

system, MOBILE-ITCS. Session topics are chosen in advance by the customers, and presentations are given by participating customer agencies. The meetings are open to dispatchers, operators, supervisors and administrators — all users of the system. Open discussions and collaboration amongst attendees create an atmosphere of cooperation and productivity. After the one and a half day meeting, all ideas and suggestions stemming from the group are referred to INIT software engineers for future consideration and development. The meetings are hosted at customer agencies keeping costs at a minimum. There are no registration fees to attend the Working Group Meetings; however, participants are responsible for travel & lodging.

For more information about upcoming Webinars or Work Group Meetings, contact Marc Gillman, INIT Customer Service Manager.

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|-------------------|--|
| October 5-8, 2008 | “APTA Annual Meeting & Expo” in San Diego, CA                |
| November 11, 2008 | “CUTA Trans-Expo” in Windsor, ON                             |
| October 2009      | “INIT-VA 10 <sup>th</sup> Anniversary” in Virginia Beach, VA |

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