

initiativ

Company Newsletter Of
INIT
Innovations In Transportation
For Business Partners,
Employees And Friends
Summer Edition 2003

Houston: \$20 Million Contract for INIT



The transit authority serving the fourth largest city in the U.S., METRO, the Metropolitan Transit Authority of Harris County (Houston), Texas, awarded INIT, Inc. a \$20 million contract for an Integrated Vehicle Operations Management System (IVOMS). INIT will complete the project for METRO within 24 months.

Houston-area voters approved the creation of the Metropolitan Transit Authority of Harris

County, Texas (METRO), in 1978. During the following two decades, METRO has developed a comprehensive transportation system covering 1,285 square miles within the city of Houston and more than 14 other municipalities in Harris County. METRO employs a workforce of 3,704 and operates a fleet of 1,460 busses.

INIT will supply METRO Control Center with a JAVA-based Computer Aided Dispatch and Automatic Vehicle Location system (CAD/AVL). INIT will equip the busses with the latest COPILOTpc, which is based on Microsoft's embedded Windows XP operating system. All 1,350 vehicles will be equipped with next stop announcement units, mobile radios for data radio communication and Automatic Passenger Counters. Transit Signal Priority systems will be installed on 1,072 vehicles and utilized at approximately 1,250 intersections.

Please read more on page 4

System Installation in Record Time

After just three months, Hampton Roads Transit's (HRT) Computer Aided Dispatch and Automatic Vehicle Location System (CAD/AVL) for its Virginia Beach Trolley system (VB WAVE) was completed. To celebrate the new system, HRT hosted the VB Wave Inauguration, which took place on July 11, 2003. Hampton Roads Transit is the local public transportation provider for the Hampton Roads area, which happens to be the doorstep of INIT's American subsidiary, INIT Innovations in Transportation, Inc.

With the computer-controlled fleet management system MOBILE-CAD/AVL, HRT can now guarantee its passengers a consistent time interval between busses. HRT can precisely locate each vehicle and use and evaluate real time data on traffic. The CAD/AVL system automatically allots driving and waiting times to the individual busses to ensure a constant interval between vehicles over the entire route. "I think it's going to have significant impact", said John F. Malbon, owner of PAPCO Oil Co. and past chairman of the Resort Commission's Transportation committee. "We're giving visitors a convenient and reliable means to move throughout the resort



area. It's a win-win for everybody."

Besides INIT's experienced and expert planning, an important factor in completing this project within three months was the use of the General Packet Radio Service (GPRS). GPRS technology is used for the data radio communication between the vehicles and the control center and it is based upon the international wireless communication standard Global System for Mobile Communication (GSM). This GPRS system alleviates the need to create a new, user-specific radio infrastructure and saves a lot of time. This project not only represents a first step in the cooperation between INIT and HRT, but it is also a pioneering example for future GPRS-based projects in North America.

Editorial



*Dr. Jurgen Greschner,
President INIT Inc.*

Dear Transit Professionals:

The first part of 2003 was indeed record-breaking for INIT in several regards. INIT was awarded a 20 Million Dollar contract by METRO in Houston, Texas, to provide a CAD/AVL system for their fleet of 1,350 vehicles. We are honored to be a partner of one of the biggest transit authorities in the US for this exciting endeavor.

Also, the transit agency for our home area, Hampton Roads Transit, has chosen INIT to provide a GPRS-based CAD/AVL system for their Beach Trolley fleet in April. The project was completed in record time and the inauguration of the VB Wave already took place in July. We are very proud and excited about the opportunity to showcase our technology in our home area.

Please read about these two projects and more in this new INITiativ.



Job Openings

INIT Innovations in Transportation is growing quickly. To view current job openings, please see our website at

www.initusa.com

INTERNational



Dr. Gottfried Greschner wins Business Award

Ernst & Young Honors Entrepreneurial Top Performance

The consulting and accounting firm Ernst & Young awarded five successful companies the award "Entrepreneur of the Year 2002" for the country of Germany. Dr. Gottfried Greschner, founder and chief executive officer of init innovation in traffic systems AG, won the title in the category, information technology. The Ernst & Young award honors the entrepreneur who achieved exceptional growth results within the last year. Three-hundred enterprises applied for the German Entrepreneur of the Year of Ernst & Young from different lines of business. After a thorough interview, examination and evaluation Dr. Greschner was elected by an independent expert jury which judged the finalists on the four main criteria: future

prospects, innovation, personal engagement of the entrepreneur as well as employee orientation. In 1983 init started as an university spin-off and today it is one of the worldwide tech-

nology and market leaders in the expanding field of Intelligent Transportation Systems (ITS) for public transit. With branches in Chesapeake, VA, and in Karlsruhe, Berlin and Essen, Germany, init develops and provides software and hardware solutions for transit and logistics authorities around the world. This high-tech company is the first worldwide supplier with a product suite which covers all aspects of ITS for public transit.



From Left to Right: Gunnar Grosse, KOMSA Kommunikation Sachsen AG; Professor Hermann Bühlbecker, Aachener Printen- und Schokoladenfabrik Henry Lambertz GmbH & Co. KG; Alfred Müller; Dr. Gottfried Greschner, init AG; Jens Bormann, buw Unternehmensgruppe; Georg Nagl und Michael Schomaker, pharmexx sales & marketing intelligence GmbH

About the Competition

The "Entrepreneur of the Year" was first launched in the U.S. in 1986 by the international Ernst & Young group. The competitions are held every year in 22 countries from five continents.

New Product Line in the INIT Group

A strategic interest in the company *id systeme GmbH*, which is based in Hamburg, Germany, was acquired by the INIT group in August 2002. This new company in the INIT group specializes in Personnel Assignment, Duty and Staff Management software for public transit, this software is known as PERDIS (Bid Dispatch).

PERDIS offers rostering, time and duty management, and payroll interface for companies. This addition of Staff Management software to INIT's product suite is complementary for many reasons. PERDIS is a multi-user system that can be used stand-alone or integrated with INIT's existing planning and scheduling software, MOBILE-PLAN, and it does not restrict the set-up of departments, operating units, rosters or employees, therefore enabling INIT customers to integrate additional software tools in the future. MOBILE-PLAN provides trip and route data directly to the PERDIS software. With its many different modules, such as FlexPlan, BalancePlus, DataSafe, Time Manager, AutoPlan, Depot-

Manager, InfoTerminal, ReportGenerator and HolidayPlanner, PERDIS creates an integrated product range which smoothly processes and exchanges all relevant data for timetable planning, personnel assignments and service scheduling with MOBILE-PLAN.

- FlexPlan enables automatic preparation of rosters on the basis of company specifications. This flexible program also allows employees to put in requests for specific shifts, so it accommodates not only the company standards, but also the employees.
- BalancePlus provides account management and payroll generation. This system allows for automatic statistics balancing for accounts and payroll. Also, absences, duties, duty types, day types, actual work time and employee data can all be easily compared and analyzed.
- DataSafe allows for the retrieval of already deleted information.
- TimeManager evaluates the employees coming and going, pause

beginning and end, business absence beginning/end and vehicle pulls out.

- AutoPlan provides a semi-automatic creation of duty rosters and its main functions are duty type and time analyzer, roster pattern generator and roster matrix generator.
- DepotManager provides vehicle assignment planning. Parking points in the depot are assigned to the blocks to be driven on the operating day in question.
- InfoTerminal keeps your employees up-to-date. They can access their assigned duties and remaining vacation or check their free time.
- ReportGenerator enables reports to be, quickly and easily, called up or modified at any time.
- HolidayPlanner provides supplementary functions required for prospective planning of the annual holidays and other long-term absences.

id systeme

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Timetable Into The Future

Dynamic Passenger Information via Short Message Service (SMS) to Mobile Phone

Mobility and flexibility are playing an increasingly important role in our modern society and people are subject to ever tighter scheduling constraints. Modern transportation companies must address this trend because a basic timetable affixed to a bus stop can no longer meet the requirements of today's passengers for up-to-date and clear information. This means that passenger information must be

available when and wherever required.

Passengers of StadtBus, Salzburg AG, Austria can now conveniently access information on precise bus departure times via mobile phone. Since each bus stop has its own code, the passenger simply needs to call a service number. A few moments later, the answer is displayed on the mobile phone via Short Message Service (SMS), which provides reliable information on the actual departure times of the next and subsequent bus.

Up-to-date information allows passengers fast and reliable access to current departure times from any location. This avoids unnecessary waiting times, ensures passenger satisfaction and considerably enhances the appeal of public transport.



Dynamic Passenger Information via Short Message Service (SMS) to Mobile Phone.

New Employees



Ashley Stone,
Marketing Associate



Bettina Scheffler,
Administrative Assistant



Hans Habenicht,
Software Engineer



Greg Sprock,
Field Service Technician



Lawrence Thompson,
Field Service Support



Kimberlee Humphrey,
Operations and Logistics Manager



David Rucker,
Senior Project Manager



Matthias Wirtz,
Software Engineer

INTERNAL

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INFORMATION

Houston Awards INIT

Houston Metro awards INIT Innovations in Transportation, Inc. with the Prime Contractor Small Business Partnership Award for supporting and partnering with certified small businesses on METRO projects.

INIT is very proud to be recognized for our continuous efforts to integrate small businesses and disadvantaged businesses in our projects.



HOUSTON

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INIT will add numerous supplementary components for the statistical data evaluation, reporting and online transfer between vehicle and control center.

The contract with METRO is an important milestone in the business development of INIT in North America. INIT, the supplier of complete intelligent transportation systems, prevailed against respected international competitors. Houston METRO is one of 12 transit authorities in North America that have decided in favor of INIT because of our technology edge and competitive pricing.

The two-day kick-off meeting for this project took place in the end of May, by a team of nine INIT engineers and many METRO staff members. Work began the following week and the project schedule was completed shortly thereafter.



Salt Lake City

INIT looks forward to seeing you in our hospitality suite in the Grand America Hotel at the APTA Annual Meeting. It takes place September 28 - October 2, in Salt Lake City, Utah.



Dear Tobias

INIT, Inc. would like to thank Tobias Maisch for his dedication and hard work while working in the States since November 2000.



Tobias recently moved back to Germany to continue working at INIT GmbH. His friends and co-workers in the United States will sincerely miss him and wish him the best!

Computer Aided Dispatch

Paratransit And Fixed Route Scheduling Software

Information

Passenger

Real-Time

Automatic Passenger Counting

GPS-Based AVL

Public Transit Statistic Software

Wireless Data Transfer

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