

Vancouver City Center

One City Center
One City Center
June 19 3:29
6:20 pm

C-TRAN

Comprehensive
CarMedialab solution
allows for cost-efficient
e-bus fleet management

Video training

Get easy access to important
tutorials whenever you want to p. 5

HanseCom app

Create your own mobility
app – quickly and flexibly p. 10

Saving energy costs

... in block planning:
optimise blocks and duties p. 12

Dear Transportation Professionals,

At our User Group Meeting in September, we had the opportunity to share ideas with 150 customers from 11 countries about the major challenges public transport is facing. Together, we discussed five ways to take public transport to a new dimension: improving service quality, saving energy, simplifying access, increasing efficiency, relieving the burden on employees. The solutions we are specifically working on to meet these challenges formed the basis of our User Group Meeting. In the survey conducted after the event, participants acknowledged the relevance of these topics and identified increasing efficiency and relieving the burden on employees as the most pressing challenges. We have summarised the highlights of this event for you on page 6.

On the next page, you can read about how the transport company C-TRAN in Clark County, Washington, US, will cost-effectively deploy new electric buses. The solution provided by INIT subsidiary CarMedialab includes not only charge management, but also vehicle health monitoring and a driver assistance system that enables resource-efficient driving.

We hope you enjoy reading this issue of our company magazine!



Dr. Jürgen Greschner
Chief Sales Officer init SE



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What is your role at INIT, Burak Aydemir?

Meet us at

Imprint

C-TRAN



First comprehensive e-bus fleet management in the US with CarMedialab solutions

Clark County Public Transit Benefit Area (C-TRAN) in Vancouver, Washington/US has partnered with CarMedialab, a member of the INIT group, to deliver efficiency-boosting software solutions for its electric vehicle fleet. Having added ten new all-electric buses to its fleet, C-TRAN has taken a major step toward achieving its goal of a completely zero-emission fleet by 2040. The deployment of CarMedialab's MOBILEcharge charge management system will optimise the public transport company's charging process between the electric vehicles and the energy grid. Since the price of electricity is based on peak load, MOBILEcharge will manage the process through load shifting. The results are reduced energy costs, extended battery life, and preconditioned, ready-to-go vehicles.

C-TRAN in Vancouver, Washington/US, near Portland, becomes the first US public transport company to rely on CarMedialab's integrated solution for vehicle health, driving behaviour and charge management.



Sustainability is at the core of who we are as a public transportation provider, and battery-electric buses are crucial to our zero-emission future. We're excited to partner with INIT and CarMedialab to improve the performance of these vehicles, and the experience for our riders.



Eric Florip
Manager of Communications
and Marketing, C-TRAN



Driver assistance system for more energy-efficient driving

With the utilisation of CarMedialab's driver assistance system, MOBILEefficiency, C-TRAN bus drivers will have an onboard tool for more energy-efficient driving. This proactive tool helps them to significantly reduce energy usage and therefore extends the remaining range. In addition, the system will also enhance passenger comfort by ensuring smoother rides.

Efficient fleet maintenance through proactive bus care

CarMedialab's vehicle monitoring system, MOBILEvhm, will enable C-TRAN to actively monitor the health of its entire bus fleet, including both diesel and electric buses. MOBILEvhm identifies potential vehicle issues and sends alerts to the relevant staff, ensuring more efficient fleet maintenance through proactive bus care. This support is particularly valuable for electric buses, a vehicle type where technical experience is still restricted.

The collaboration between C-TRAN, INIT, and CarMedialab is a significant testament to their commitment to creating a sustainable and efficient future for public transportation in the Vancouver-Portland region. By embracing electric buses and introducing these new technologies, C-TRAN will improve service quality for its passengers while minimising its environmental impact.

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Video training: get easy access to important tutorials whenever you want to

To help public transport companies deploy and manage their INIT systems most effectively, INIT supports them with its tried and tested training programme. For selected products, video training courses in German and English are now available in addition to the standard training.

This allows INIT system users to extend their knowledge, repeat learning content as often as they wish, and benefit from the training programme's flexible format. There is no need for the public transport company to organise a training course. The video training courses are suitable for new employees as well as for those who wish to refresh their knowledge.

Benefits for your employees

- Learn the basics on how to operate products
- Understand the relationships between products
- Additional training material available for internal training staff to pass on knowledge to other employees
- Extend or consolidate prior knowledge through follow-up training videos

Benefits for your business

- More follow-up training possible
- Less effort to schedule on-site training
- Purchase rights to the video. Play videos as often as you want
- No subscription – no hidden costs



Video training

Highest possible flexibility thanks to video courses



Deepen and refresh your knowledge easily

Video training is so far available for the following systems (more added in the future):



MOBILEvario
fare management and driver management



MOBILEvario
tariff management



MOBILEvario
device management and admin tool



MOBILEstatistics



EVENDpc
driver training



MOBILE-ITCS nextGen

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User Group Meeting and anniversary: highlights in INIT's anniversary year

40 years of innovation for public transport

On 28 September 2023 INIT GmbH celebrated its 40th anniversary by holding an official anniversary event in the Palazzo event location in Karlsruhe. More than 250 guests reflected on INIT's impressive history and took a virtual trip into the company's future.

Among the official well-wishers at the festive event were Karlsruhe's Lord Mayor Dr. Frank Mentrup, Vice President Transfer and International Affairs of Karlsruhe Institute of Technology Prof. Dr. Thomas Hirth, Vice President Chamber of Commerce Karlsruhe Daniela Bechtold, CTO of the Karlsruhe public transport companies Christian Höglmeier, Vice President of the Association of German

Transport Companies (VDV) and Spokesman of the Board of VAG Nuremberg Tim Dahlmann-Resing.

UITP Secretary General Mohamed Mezghani emphasised that public transport is also dependent on efficient industry partners: "Thanks to INIT for its contribution in making public transport more efficient and more people-friendly.

At UITP, we are proud of INIT's long-lasting involvement in the Association, and for the fact that we can count on your expertise and support. Keep up the great work. Happy 40th birthday!"

The state government of Baden-Württemberg was also represented at the event by State Secretary Dr. Elke Zimmer. Michael Theurer (MdB), Parliamentary

— Many official well-wishers appreciated INIT's success history.



State Secretary to the Federal Minister for Digital Affairs and Transport, sent his congratulations via video.

Outlook for the future

In addition to looking back on the past 40 years, during which INIT has developed from a university spin-off to a successful internationally operating group of companies, the guests looked ahead to the future. In a spectacular hologram show, presenter Markus Brock travelled virtually 10 years into the future, where, with the help of an AI-based dialogue system, he learned why INIT's development will continue to be successful in the next decade: In 2022, INIT

launched the innovation campaign nextGen. Thanks to this strategic decision, with the help of our customers, we will continue to drive forward the digital transformation of public transport and will ensure that mobility becomes even easier in the future – more ecological, efficient and comfortable.

Company founder and CEO Dr. Gottfried Greschner explained further: "Taking mobility to a new dimension through digitalisation – that has been our vision for 40 years now. We work passionately towards this goal, and always with the clear goal of supporting transport companies in all their tasks with our digital solutions."

This focus was also evident during the preceding International User Group Meeting with the motto "new dimensions".



User Group Meeting



product exhibition



workshops

From 26 to 28 September, approximately 150 INIT customers from 11 countries received in-depth information on how INIT supports public transport companies to overcome current challenges – from employee shortages to the need to increase operational efficiency and meet the increasing demands of the public and passengers. INIT solutions offer support in five areas of action: Participants learned how they can increase service quality, reduce access barriers, lower energy costs, increase efficiency and reduce the burden on their employees.

Product exhibition and expert presentations

On the first day, at its headquarters, INIT presented a wide range of products, which allowed customers to experience many of the systems and to talk to INIT experts. Two days of presentations then provided deeper insight into topics such as incident management and passenger information, occupancy rate predictions, ticketing, interoperability and electromobility. As with previous User Group Meetings, the best practice customer reports were particularly appreciated.



Christian Höglmeier

Digitalisation as a model for the future

Christian Höglmeier, CTO of co-host VBK Verkehrsbetriebe Karlsruhe GmbH and AVG Albtal-Verkehrs-Gesellschaft mbH, spoke about digital transformation at the Karlsruhe public transport providers. He showed how VBK and AVG are shaping digitalisation and what advantages this has for passengers, but also for the increased efficiency of transport operations.

New support for control centre and driving personnel

INIT's system RESPONSEassist also offers advantages for passengers and the efficiency of transport companies. Frank Bergmann, Quality Assurance and Training Officer at WSW mobil GmbH in Wuppertal, spoke about this when he explained how – with a few clicks – dispatchers in Wuppertal can process incidents, inform passengers simultaneously via all available channels and document incidents.



Frank Bergmann



Robert Tecklenburg



Morell Predoehl

RESPONSEassist will also be used by Magdeburger Verkehrsbetriebe GmbH & Co. KG. Robert Tecklenburg, Head of IT Core Systems, reported on this outlook as well as on the migration of on-board computers to the latest generation. With the newly implemented on-board computer app, COPILOTapp, subcontractor vehicles (e. g. for rail replacement services) can now be integrated into the ITCS by simply adding a smart device.

Of course, not every project runs smoothly from the outset. Stefan Glinschert, Head of Operations and Operations Manager (Betriebsleiter BoKraft) at Verkehrsgesellschaft Hameln-Pyrmont (VHP) mbH, spoke about the experiences that VHP gained during the tendering process and how the project finally became a success with the rapid implementation of INIT's Intermodal Transport Control System MOBILE-ITCS nextGen.

Better service quality for passengers

Verkehr und Wasser GmbH (VWG) in Oldenburg has become a pioneer in the field of occupancy predictions with the introduction of MOBILEguide, which Morell Predoehl, Head of Marketing and Sales, spoke about. He explained how passengers and the transport company itself can benefit from knowing passenger occupancy levels.

A trendsetter in ticketing is the public transport system Föli in the Finnish city of Turku. Here, passengers can pay with the company's own closed-loop Föli Card, or with a credit card or smartphone and are guaranteed to pay the lowest fare. This system was presented by Topias Pihlava, Development Manager at the City of Turku.



Thorsten Schwarz

Introducing e-buses

Another important topic in public transport is the introduction of electromobility. Managing Director Thorsten Schwarz reported on how Verkehrsbetriebe Nordhausen GmbH managed the changeover, what adjustments were made in the depot and what decisions were made regarding charging infrastructures and IT systems.

It was this variety of best practice reports, helpful explanations from INIT employees and the opportunity to discuss with transport professionals from other public transport providers how to overcome upcoming challenges that made the User Group Meeting so successful. In a survey participants rated the event very highly.



Stefan Glinschert



Topias Pihlava

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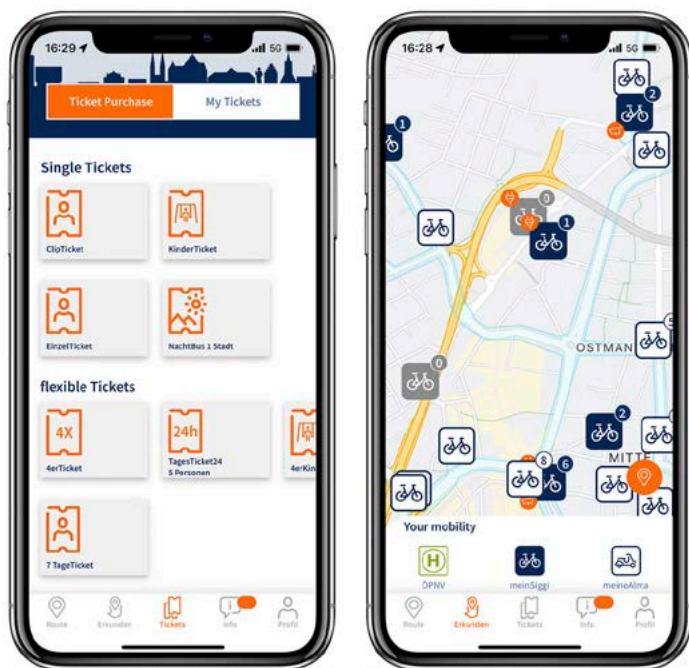


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HanseCom Whitelabel App

Creating your own mobility app – quickly and flexibly

A growing number of public transport companies are keen to launch their own mobility app. HanseCom, member of the INIT Group, offers a solution that allows them to quickly launch a reliable app which can then be expanded and turned into a comprehensive mobility platform.



With their own mobility app, transport companies are able to strengthen their brand. As a result, more than ever, people perceive them as the local mobility provider which is best placed to meet the needs of local passengers because of its extensive knowledge of the region. In addition, having their own app is also the best way for public transport companies to market their new mobility offers. More and more of them offer their customers new transport modes such as on-demand buses, e-car sharing or rental bikes in addition to traditional public transport.

- In the city of Bielefeld's moBIEL YOU app sharing offers can easily be found on a map and be booked.

Putting together an app based on a modular principle

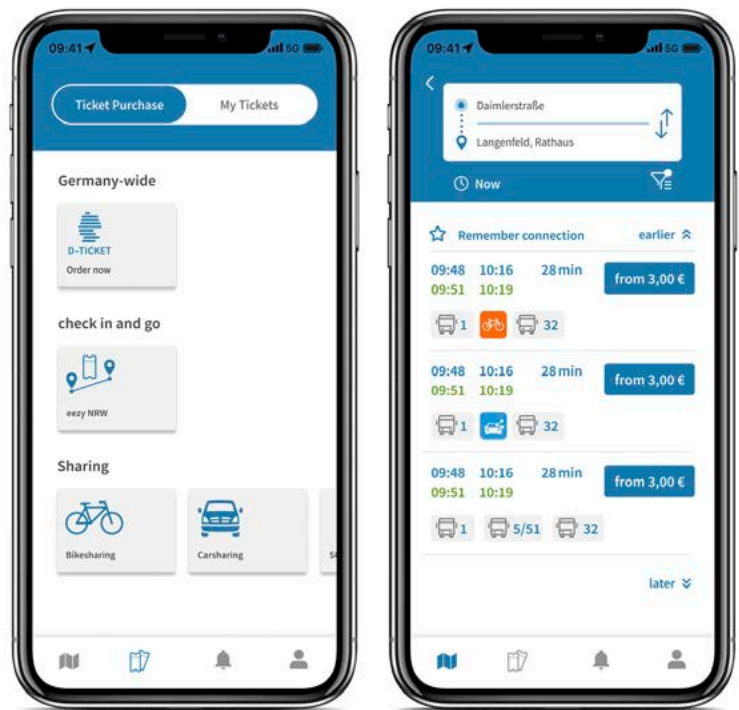
With the HanseCom Whitelabel App, HanseCom offers a solution that can be implemented quickly and then expanded. Transport companies can use the modular principle to put together a modern and intuitive app that enables users to plan their journeys quickly and easily and to purchase the tickets they need, either with the help of an origin-destination search, a ticket dashboard, a stop monitor or a search for points of interest.

Users can conveniently manage their personal data and find out about schedule changes or disruptions via push and notification services. The app can also be easily adapted to reflect the specific corporate design of the public transport company. As a result, users can immediately recognise it as another digital channel from their regional mobility provider and quickly find their way around it.

Providing central access to all shared mobility offers

The HanseCom Whitelabel App enables transport companies to start with a classic public transport app that offers transport modes such as bus and rail. In any case, transportation companies have the option of expanding their app by gradually integrating new sharing or shuttle services. In this way, they provide their customers with central access to all mobility offers.

In doing so, they benefit from the solution's flexible backend. The HanseCom Whitelabel App is based on the modular HanseCom mobility platform. Through deep integration, transport companies can integrate a wide range of services and enable app users to search for all available mobility services, combine them, book them, and be charged accordingly. Integrated, intermodal route planning offers them door-to-door information, including walking distances to and from the next stop.



| The city of Monheim, Germany, uses HanseCom's mobility platform to turn its app into an intermodal mobility app (© HanseCom).

Integrating third-party offers or supplementary services


Transport companies can also go one step further and expand their solution into a comprehensive mobility or municipal utility platform. To do this, they always have the option of integrating third-party mobility offerings into their app, for example from taxi companies, car and bike rental companies, or e-scooter providers. In this way, they become the central mobility broker in their city or region. Public utility companies that offer transport services can also integrate supplementary public utility services such as charging for e-cars or parking spaces, as well as non-transport-related municipal services such as libraries, swimming pools, ice rinks, or theatres. Their customers can then book their journeys and destinations at the same time.

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Avoid empty runs,
reduce dwell times



MOBILEopti²

STOP

Saving energy costs ...

in block planning: optimised blocks, duties and charging processes

Huge increases in energy costs are forcing many transport companies to put their processes to the test in various areas. One important factor to consider is timetable planning. Sophisticated planning can reduce the number of journeys and therefore save fuel or, in the case of e-buses, electricity.

Efficient planning with the optimisation tool MOBILEopti²

MOBILE-PLAN allows planners to carry out their timetable, block and duty planning quickly, flexibly and taking into account operational priorities. Even more efficient and therefore even more energy-saving results are made possible by MOBILEopti², the module for the integrated optimisation of blocks and duties. Once the timetable has been created, the optimisation tool is activated and coordinated optimised

blocks and services are created. The focus can also be placed on avoiding empty runs.

Saving trips through tripshifting

A special function of the optimisation tool is so-called tripshifting: In this case, the optimisation tool is given the option of moving marked trips (usually school trips or additional trips) forwards or backwards by one or two minutes. Although it is a small change, it can create big effects and lead to a reduction of journeys, especially during morning and afternoon peak times.

Reduction of idle time

The idle time between two journeys is also an energy cost factor, because fuel or electricity is also consumed when idling, for heating or cooling, among other things. Here, too, MOBILEopti² in combination with tripshifting helps to exploit the existing savings potential by moving the follow-up trip forward by a few minutes.



Prioritise cost-effective charging times in the planning system

Electromobility: Taking cost-effective charging times into account

In many contracts with energy suppliers, the price of energy is not fixed throughout the day. Usually, electricity is more expensive at times when the grid is at full capacity than during off-peak periods. In eMOBILE-PLAN, electricity costs and the corresponding time slots can be stored. In this way, already in the planning stage those time slots for charging can be prioritised when electricity prices are most favourable.

Electromobility: Consideration of peak shaving

Since the price of electricity depends primarily on the maximum charging power, peak shaving is all about reducing it. Once the charging peak, which must not be exceeded, has been determined, it can be stored in eMOBILE-PLAN as can be the entire charging window of the vehicle. As a result, the charging slots can be

moved during the full time frame available to avoid parallel charging. This means that not all buses are charged directly after pulling in, but the charging processes are distributed over the entire available period between the blocks. Even more efficient peak shaving is made possible by eMOBILE-PLAN in conjunction with the MOBILEcharge charge management system.

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Commitment to the public transport industry

In order to advance the public transport industry, INIT is involved in numerous committees and associations. In September 2023, INIT CSO Dr. Jürgen Greschner was appointed Deputy Chairman of the VDV Industry Forum (VDV = Association of German Transport Companies). The Forum is made up of 32 companies from the public transport industry. The objectives of this body are, among other things, to expand mutual information, to hold joint



discussions on technical developments before they are implemented, and to formulate common positions on transport policy issues.

Dr. Jürgen Greschner is also a member of the UITP Host Committee. This committee, consisting of 45 representatives from politics, science and

business sectors, has the task of supporting the planning and implementation of the UITP Summit in 2025 and 2027 in Hamburg, Germany. The inaugural meeting took place on 10 October 2023 with German Federal Minister for Digital and Transport, Dr. Volker Wissing (6th from right, 1st row).



High-level talks on expansion plans

INIT welcomed Irish minister and ambassador as well as Mayor of Chesapeake, Virginia, US

INIT's successes and further expansion plans in both countries were the topic of discussions with high-profile visitors from Ireland and USA. In June, Simon

Coveney, Republic of Ireland Minister for Enterprise, Trade and Employment and Ireland's Ambassador to the Federal Republic of Germany Dr. Nicholas O'Brien met with INIT representatives at their headquarters. The visit was part of the minister's tour to Germany. INIT's current and future activities on the Emerald Isle and the planned expansion of INIT's Irish branch in Maynooth were discussed in Karlsruhe. Shortly thereafter, the INIT executive board received Dr. Richard W. "Rick" West in Karlsruhe. As mayor, West directs the fortunes of Chesapeake, home to INIT's U.S. headquarters. The meeting also focused on the planned

expansion of the site. INIT has been a success story in Chesapeake since 1999 and has since considerably expanded the site's size and staff numbers.



© IDA Ireland

| Simon Coveney (9th from left) and Dr. Nicholas O'Brien (2nd from left) visited INIT.



| Dr. Richard W. "Rick" West (3rd from left) at Karlsruhe.



regiomove: Expansion of the mobility platform

The regiomove mobility platform has been operating in the greater Karlsruhe area since 2020, enabling users to conveniently book mobility services with just a few clicks.

regio
move

The Ortenau district, south of Karlsruhe around Offenburg, was recently integrated, which means that 5,411 km² are now covered by the system. The Ortenau

fare network (TGO) was set up as a client in the system and a separate app was created, with its own marketing presence. In the medium term, this will also enable interregional, cross-network bookings.



I have worked in the INIT Operations team as an Operations Engineer since 2023. Before that, I worked in the same department as a student trainee while I was studying industrial engineering. My team supports our customers with a broad range of different services. These include data maintenance, system monitoring, preventive and planned maintenance, hosting and various consulting services, to name just a few. My role at INIT is primarily to clearly and comprehensibly document our wide range of services for existing and potential customers.

To do this, the complex technical information has to be translated into language that is as understandable as possible, which is not always that easy. That's why I work closely with the marketing department. Actually, you could say I build the bridge between



technical expertise and customer-oriented communication.

In the future, I will also support the sales department during customer visits and present on site the services that are most appropriate for the project, because our customers don't always know in which areas we offer support.

I really enjoy working in my team because we always exchange ideas and learn a lot from each other. I find the development of a completely new communication about all aspects of our services in cooperation with marketing particularly exciting. I have a lot of creative freedom and can bring in my knowledge, and this gives me the opportunity to actively contribute to the team's success.

Meet us at

- 05 – 06 March 2024** **Transport Ticketing Global** in London, UK
- 05 – 07 March 2024** **mobility move** in Berlin, Germany
- 17 – 19 April 2024** **INIT Mobility Software Solutions User Group Meeting** in Hamburg, Germany
- 14 – 16 May 2024** **IT-TRANS – International Conference and Exhibition** in Karlsruhe, Germany

Attend our free webinars!

- 25 Jan. 2024 10:00 am CET** **Cost reduction through efficient charge management: strategies for electric bus fleets** (25 Jan. 2024, 2:00 pm CET: Webinar in German)
- 15 Feb. 2024 10:00 am CET** **By your side – beyond joint projects: INIT's Operational Services** (15 Febr. 2024, 2:00 pm CET: Webinar in German)

We look forward to hearing from you. Please contact us: sales@initse.com

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INIT is the worldwide leading supplier of integrated planning, dispatching, telematics and ticketing systems for buses and trains. For 40 years, INIT has been assisting transport companies in making public transport more attractive, reliable and more efficient.

INIT Group



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The Future of Mobility