

Experiences with the Introduction of Next Gen Ticketing - XiXo

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About eos.uptrade – *we love to make ticketing easy!*



- Software for public transport since 2007
- Specialized in sales & ticketing solutions
- Based in Hamburg, Germany with branches in Lübeck and Dresden
- > 130 employees, focus on software engineers
- Market leader in DACH with >100 customers from Germany, Austria, Switzerland and Denmark
- Part of Siemens Mobility IMS with HaCon & Bytemark (NY)

Combined
Power for
Mobility



Already history: Ticket Machines ...

The Telegraph

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Ticket machines: how to avoid being overcharged

The Telegraph offers advice for avoiding overcharging ticket machines on the railway network

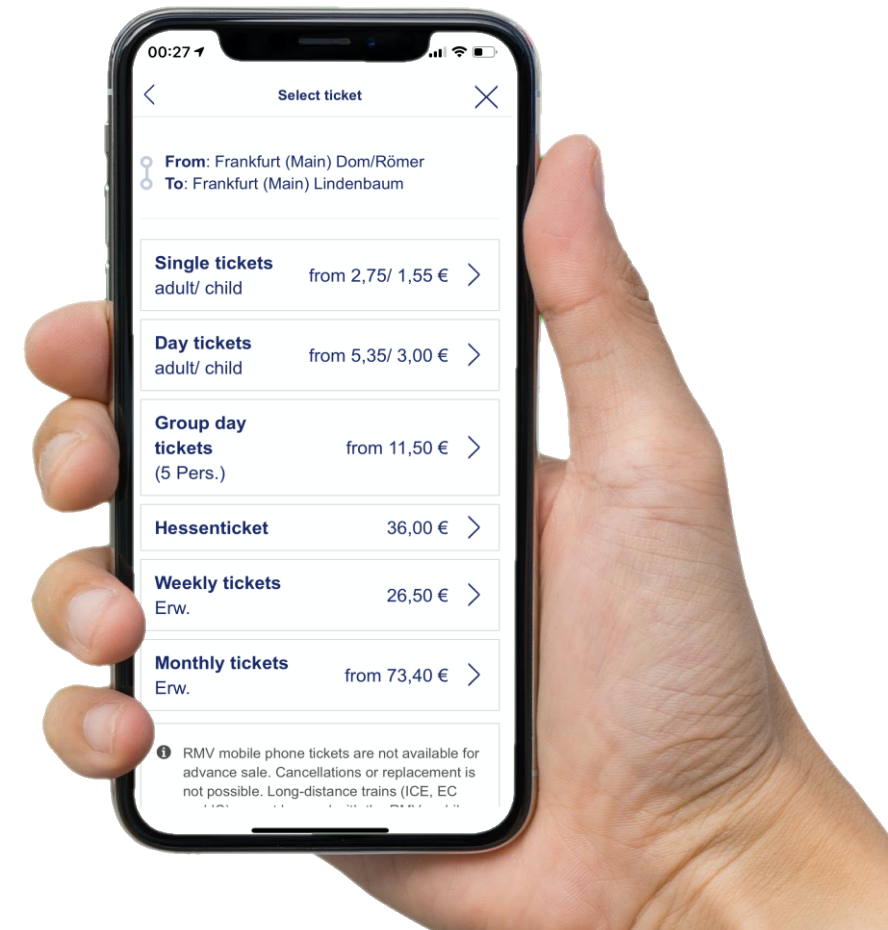


How to buy a ticket from an SBB
ticket machine – step by step

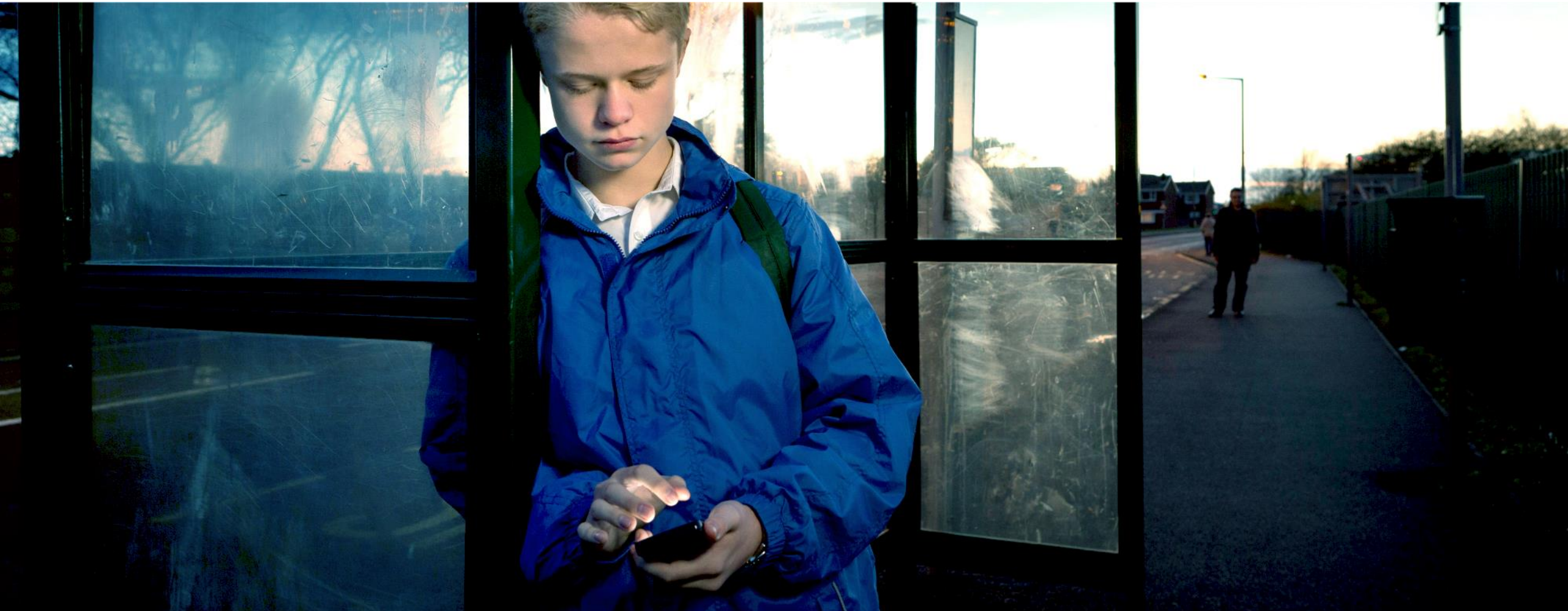




**Mobile ticketing is booming,
but to be honest: isn't it still a ticket
machine, just on the smartphone?**



Next Gen Ticketing must be different ... → In/Out-Solutions are different !



XiXo revolutionizes ticketing – customers love „Be-out“

At the start of the trip

Active check-in by the traveller or automated check-in:

- ✓ *no selection of route, destination, duration or tariff needed*



During the trip

Potential changes of transport lines or modes are easy:

- ✓ *nothing to do or worry about for the traveller*

At ticket inspection the app shows an „active travel“ authorization:

- ✓ *no risk of having the wrong ticket*



At the end of the trip

System-based recognition of the end of the journey:

- ✓ *Automatic calculation and settlement of the fare for the route travelled, optionally with best-price function*

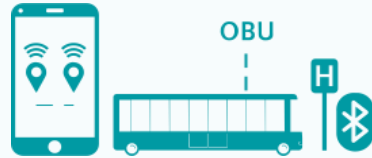


XiXo – the full portfolio

PREMIUM

5.

Be-in/
Be-out
(BiBo)



- Fully automatic recognition of the distance travelled
- Fast entry, exit and transfer (without having to do anything)
- Maximum passenger comfort

4.

Check-in/
Be-out
(CiBo)



- Active check-in, automatic check-out (Be-out)
- Semi-automatic recognition of the distance travelled
- Direct communication between smartphone, beacons and back-end unit

ADVANCED

3.

Check-in/
assisted
Check-out
(CiBo)



- Active check-in and check-out
- Automated request for check-out at corresponding position

2.

Check-in/
Check-out
(CiCo)

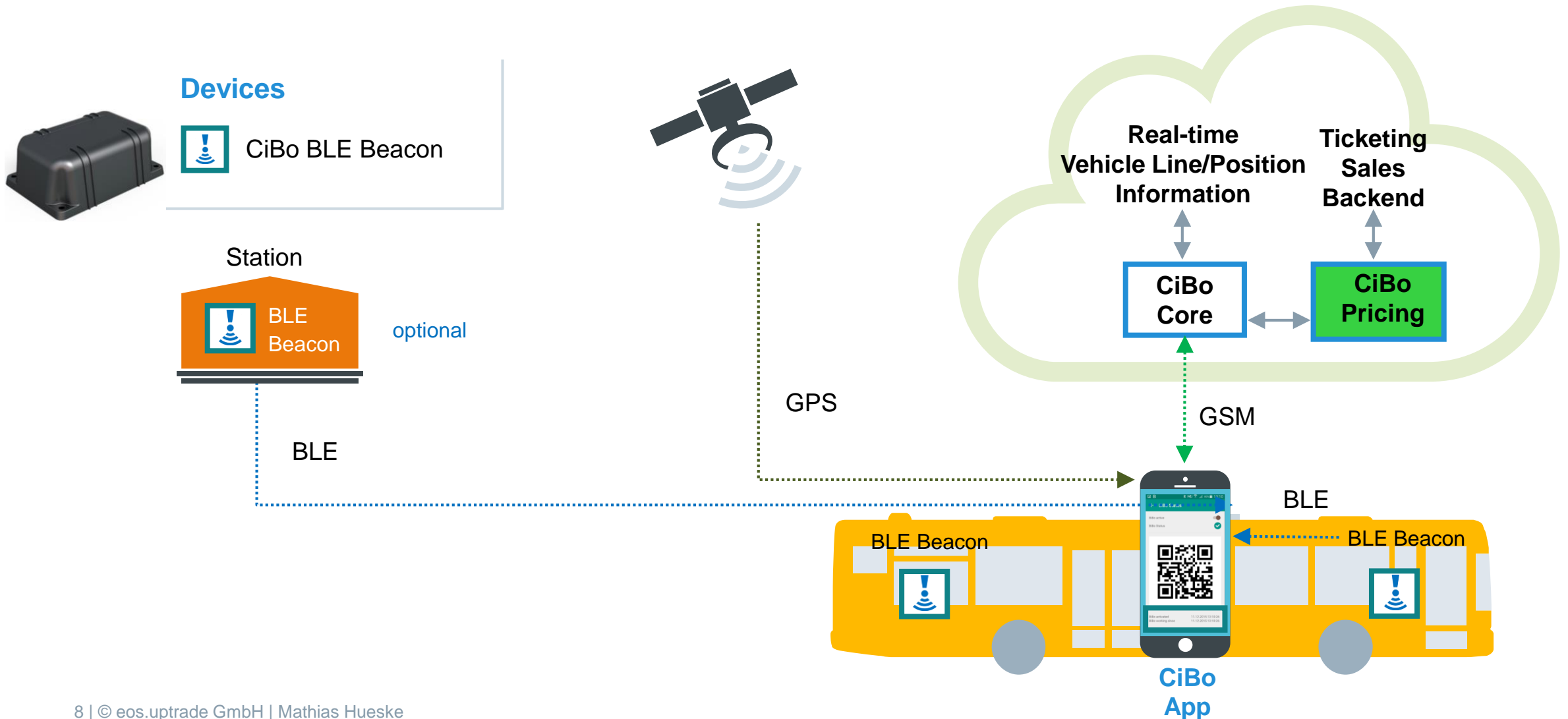


- Active check-in and check-out in the app
- Automatic permission to travel: simple & easy
- Automatic, optimised price calculation for journeys made within a defined period of time

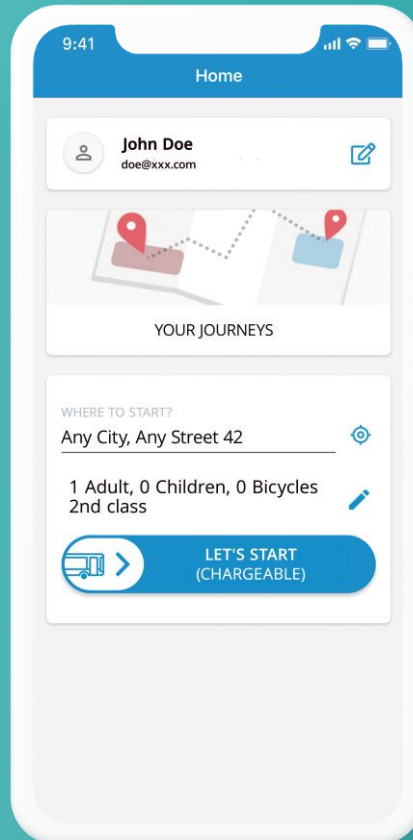
1.

CiCo

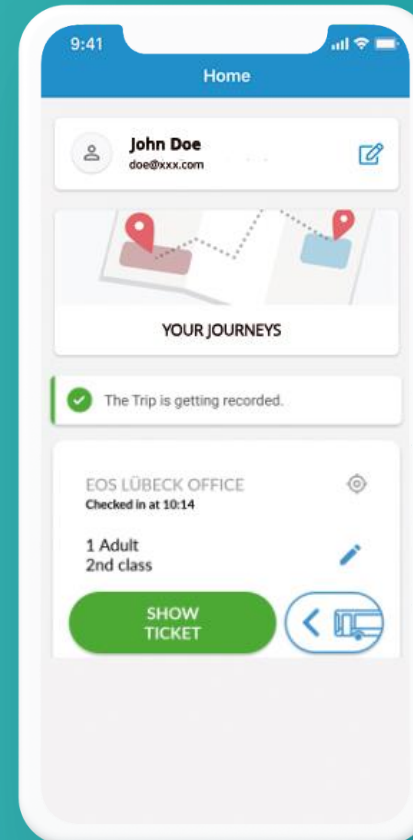
XiXo-systems have proven their reliability



The reduced UX lowers entry barriers to public transport – win new customers !



easy start with just
one swipe



during the trip: easily show your ticket
(it's always the right one)



Extensive support functionality in the CiBo Cockpit - Backend

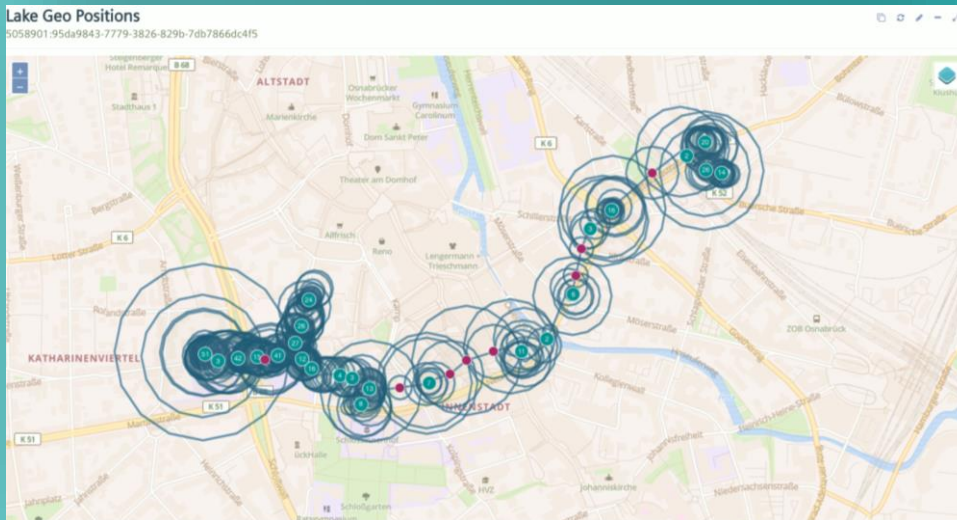
2 Device Data

Device Logs

5058901:95da9843-7779-3826-829b-7db7866dc4f5

originId	originDate	originType	type	tag	message
5058901:95da9843-7779-3826-829b-7db7866dc4f5	2019-11-19 15:36:24 508	SMARTPHONE	NOTICE	CiBo	requestin position
5058901:95da9843-7779-3826-829b-7db7866dc4f5	2019-11-19 15:36:25 21	SMARTPHONE	NOTICE	CiBo	activated
5058901:95da9843-7779-3826-829b-7db7866dc4f5	2019-11-19 15:40:04 304	SMARTPHONE	DEBUG	BeaconBeOutDetection	Enter: BeInDetectedState
5058901:95da9843-7779-3826-829b-7db7866dc4f5	2019-11-19 15:43:49 353	SMARTPHONE	NOTICE	CiBo	vehicle left
5058901:95da9843-7779-3826-829b-7db7866dc4f5	2019-11-19 15:47:31 193	SMARTPHONE	NOTICE	CiBo	vehicle left
5058901:95da9843-7779-3826-829b-7db7866dc4f5	2019-11-19 16:02:29 14	SMARTPHONE	NOTICE	Checkout	remote beout
5058901:95da9843-7779-3826-829b-7db7866dc4f5	2019-11-19 16:02:29 136	SMARTPHONE	NOTICE	CiBo	BeOutDetected

1 Geo Positions



3 Trip Activities

Our recommendations:

1. Customers love it easy!
2. Don't be afraid of beacons!
3. Prepare your organization!
4. Smartphones are like a Zoo!
5. Keep your app, data and customers!
6. Data privacy is crucial!

*It's time for XiXo -
next generation
ticketing ... talk to us!*

**BOOTH
E26**

Thank you!



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