



Revenue Allocation on Blockchain

Revenue Splitting & Ticketing on a decentral mobility system

Manarola, Italy



Credits: Bjorn Snelders / Unsplash

How do I get from A to B ...



... without a car?



3 Different Transport Companies,
Tickets and booking portals

- Frankfurt
- Milano
- Levanto
- Manarola



4 Different Transport Companies,
Tickets and booking portals

- Frankfurt
- Frau Airport
- FLR Airport
- Firenze
- Riomaggiore

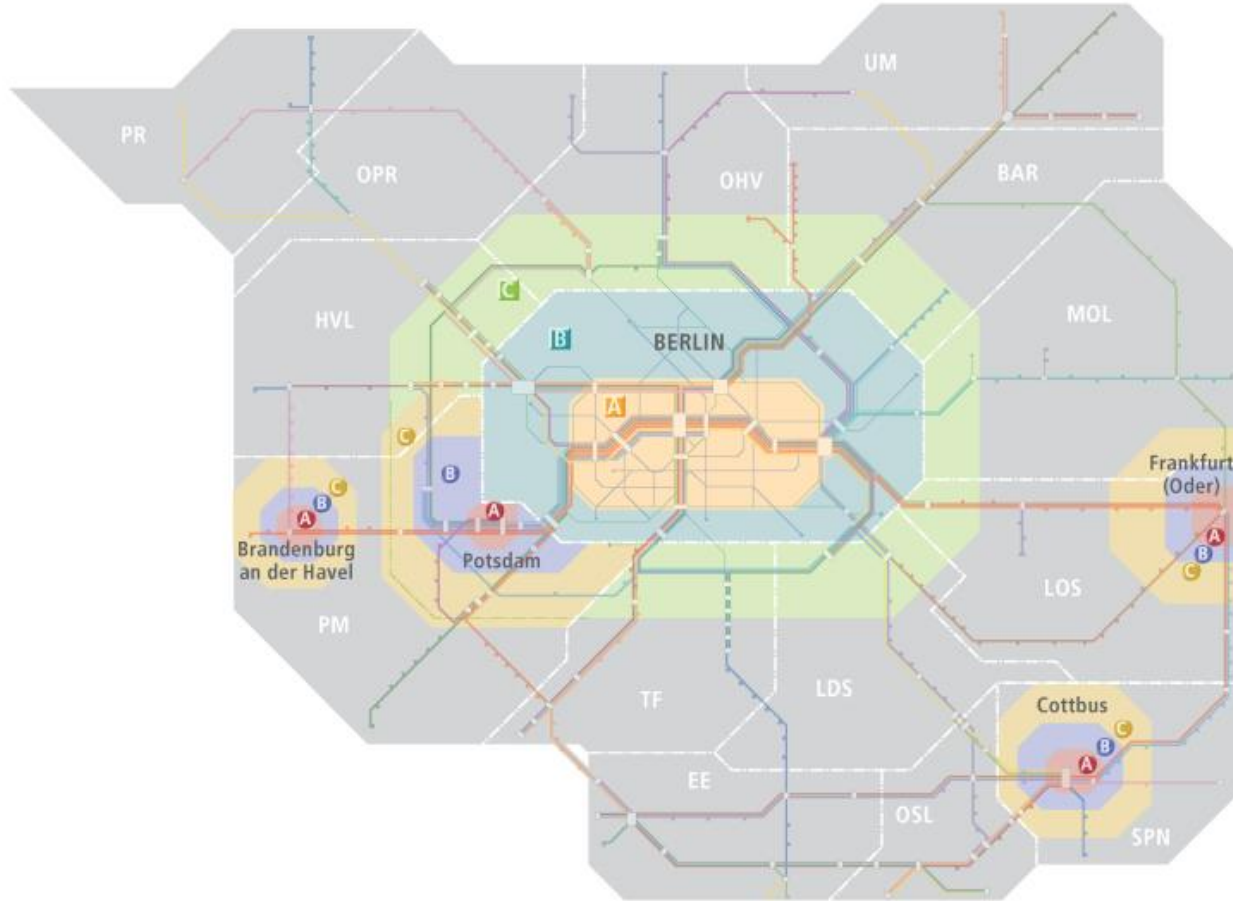


3 Different Transport Companies,
Tickets and booking portals

- Frankfurt
- München
- Genoa Genoa
- Genoa Brignole
- Manarola

Let's have a look at short-range transit in Germany!

Example



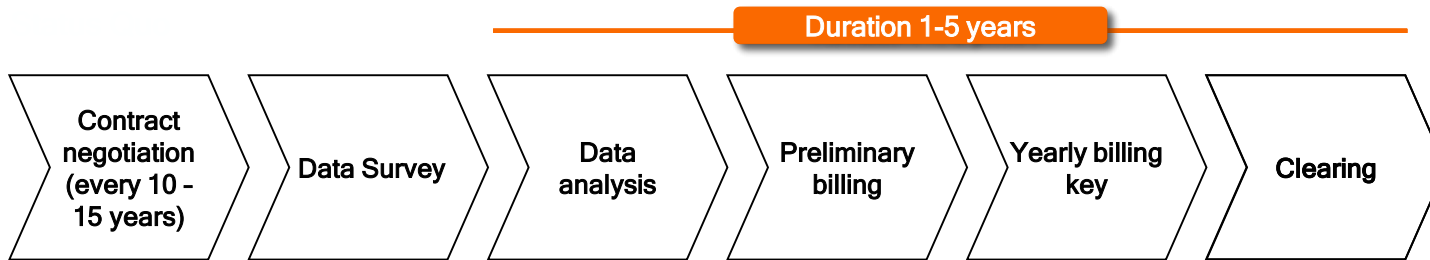
Verkehrsverbund Berlin-Brandenburg:

- **Public Transport Network** (trains & busses)
- **42** transport companies (2018)
- **One Ticket for all >42 transport companies**
 - Just different ticket types (e.g. single or yearly ticket)

The current revenue splitting process within such a public transportation network can take up to 5 years!



Current process (example)



TODAY

Revenue Splitting is currently

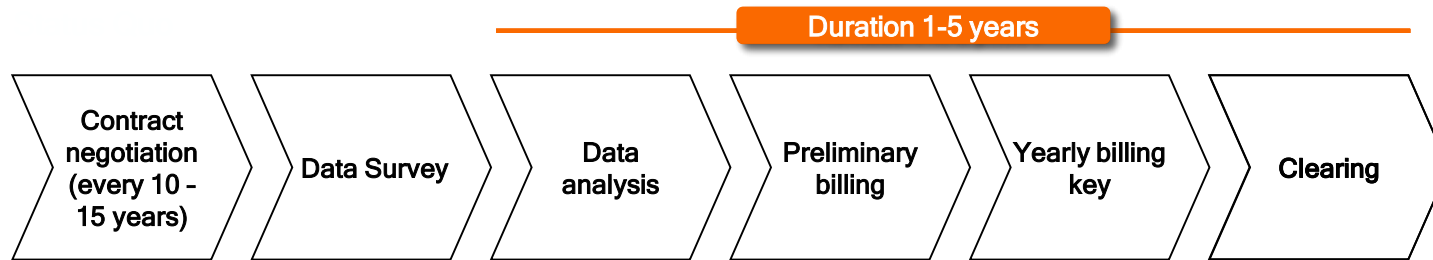
- Very time consuming
- Very cost intensive (e.g. data analysis & appraiser)

and it needs **a trustworthy network!**

The current revenue splitting process within such a public transportation network can take up to 5 years!



Current process (example)



TODAY

Revenue Splitting is currently

- Very time consuming
- Very cost intensive (e.g. data analysis & appraiser)

and it needs **a trustworthy network!**

Talking about “a trustworthy network” and “interoperability”: **Would you**

- ... **work with your competition** if there were no legal obligations?
- ... allow your customers to share a wholistic customer journey **with your competitors?**
- ... **trust one of your competitors to aggregate all data** in order to make up an efficient clearing process?
- ... **pay an intermediary** to create joint customer offers with your competition?

All you need is TRUST ... TRUST is all you need!

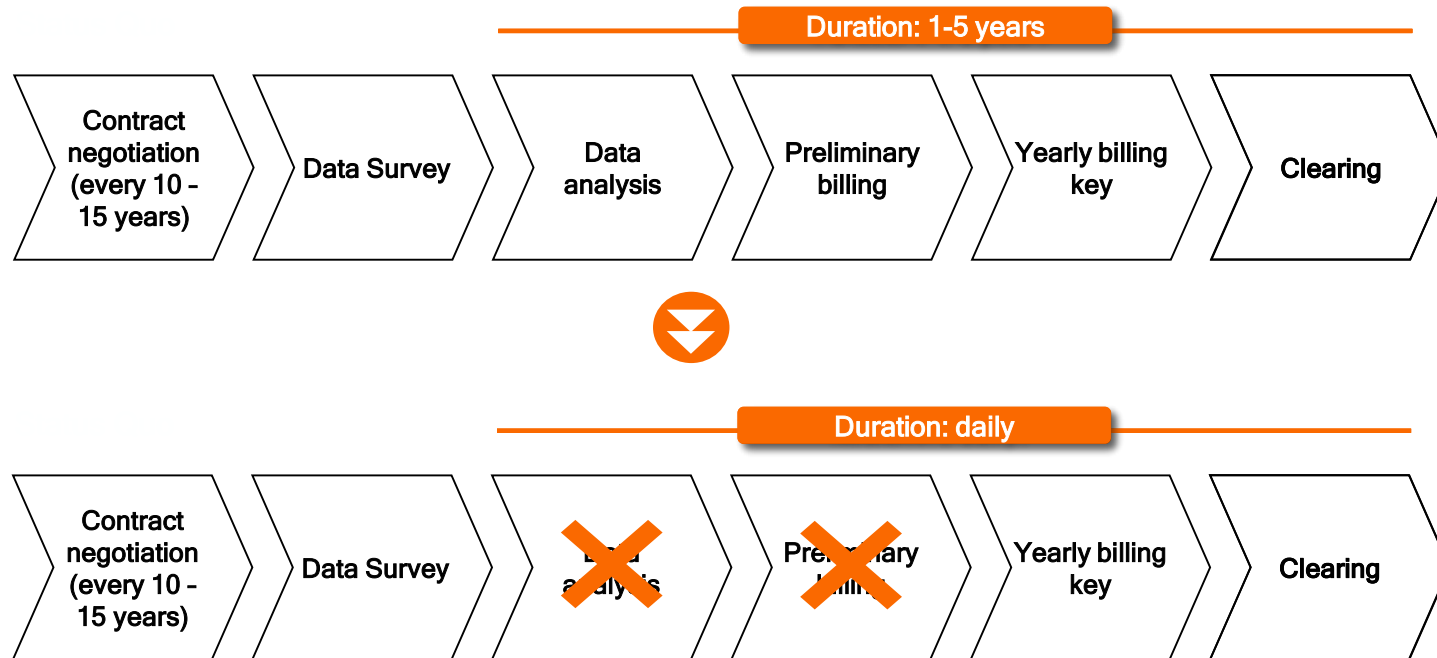
The current revenue splitting with blockchain for a base of inter company services.



WHY BLOCKCHAIN?

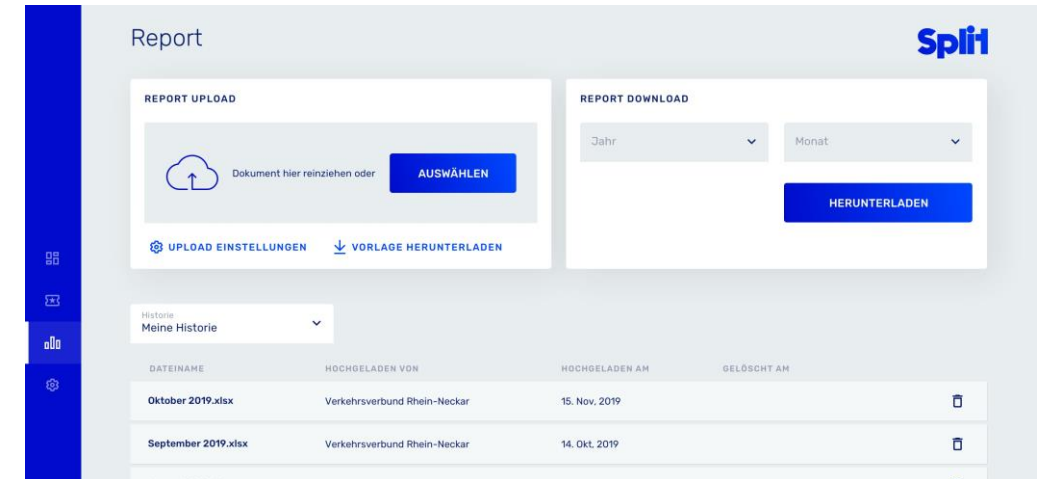
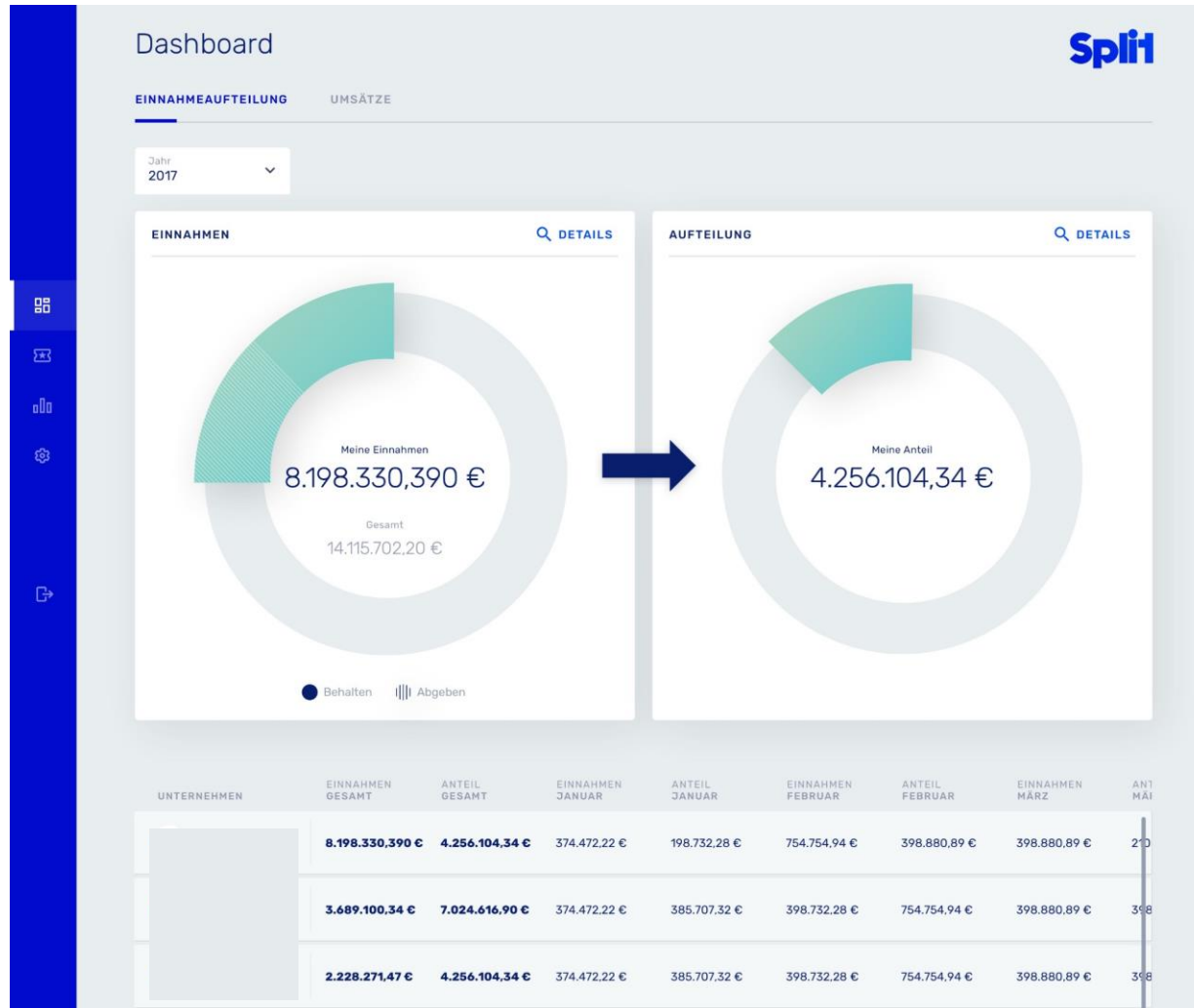
Revenue Splitting with blockchain

- **Trust**
 - Shared Data Ledger - No central intermediary needed
 - Sales channels stay with mobility providers / platforms
- **Transparency & Privacy**
 - Ticket data gets shared only with partners participating in the transaction - but everybody in the network can verify!
- **Auditable Automatization**
 - Process automatization through smart contracts



Some pictures of the current project state ... just to not have “just slides”

Current project
draft



The VISION: Open Mobility as a Service Platform

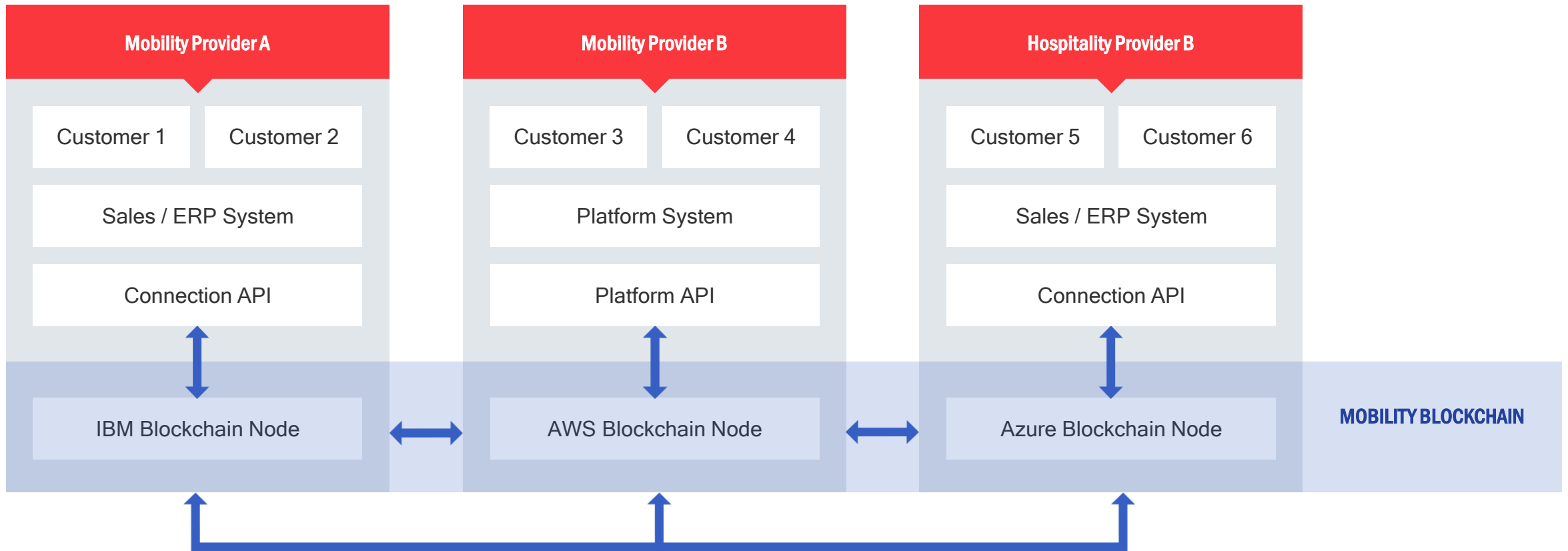
Revenue Splitting & Ticketing Platform



- ✓ New customer experience seamless travel with one ticket
- ✓ Instant payment of Service Providers
- ✓ Automatic revenue splitting for Service Providers
- ✓ Fast and easy „on platform“ contracting for new offerings
- ✓ New business models: bundling, cross selling, upselling
- ✓ New revenue streams by using incentives

The VISION: Open Mobility Platform

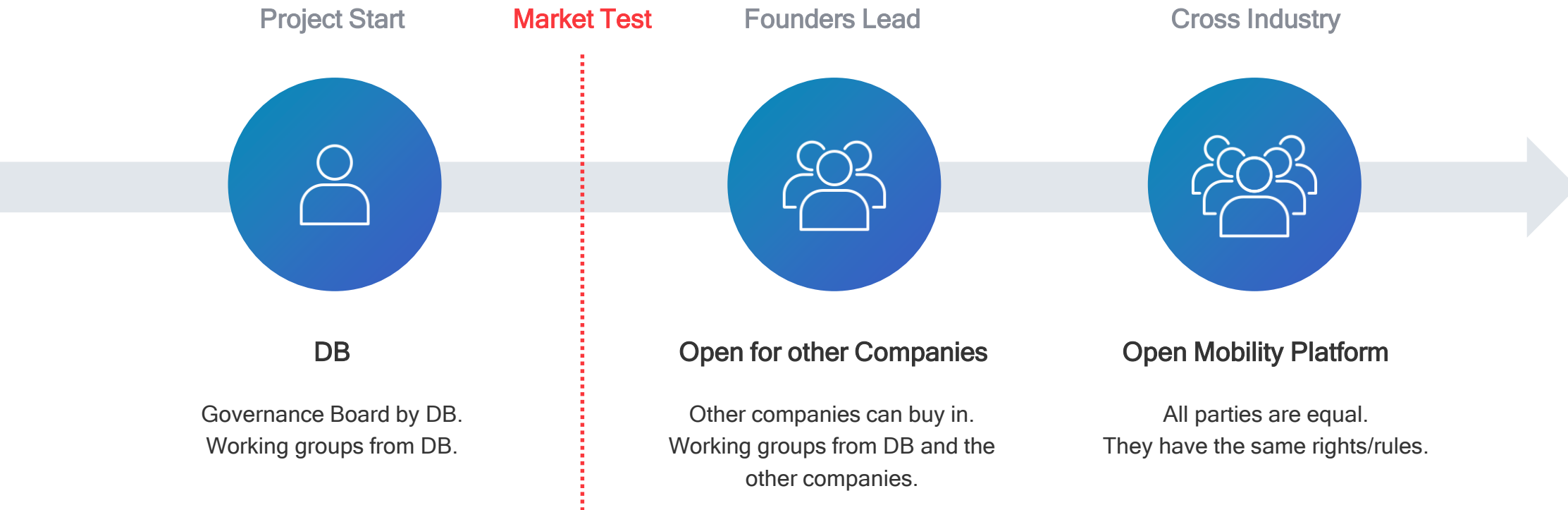
An open Platform must open technical...



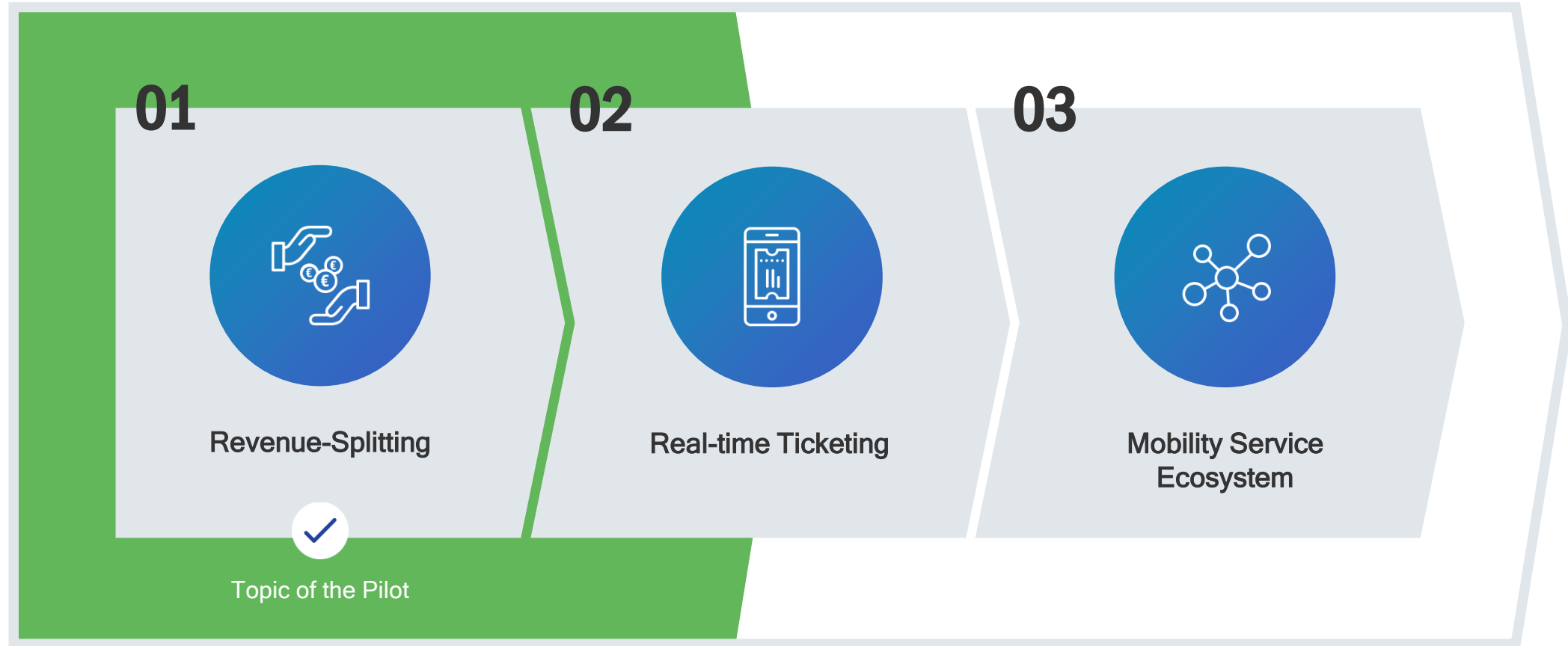
The VISION: Open Mobility Platform

... but also has to have an open governance model

Current project
draft



Current Project State



Next Step: Market Test

in order to make a good proof of concept



20-30 market test participant network



6 week ecosystem test interval



2 travel scenarios to be tested



Blockchain node hosted on the IBM high performance environment



Ongoing technical and user support for the duration of the market test

Events:

- Onboarding event with network participants and testing introductions
- Midterm review meeting
- After market test review session and result presentation

Thanks!

Matthias Felder

Blockchain and DLT Solutions
DB Systel GmbH
Jürgen-Ponto-Platz 1
60329 Frankfurt am Main



blockchain@deutschebahn.com



[@DB_Blockchain](https://twitter.com/DB_Blockchain)



linkedin.com/in/matthiasfelder



www.dbsystel.de

