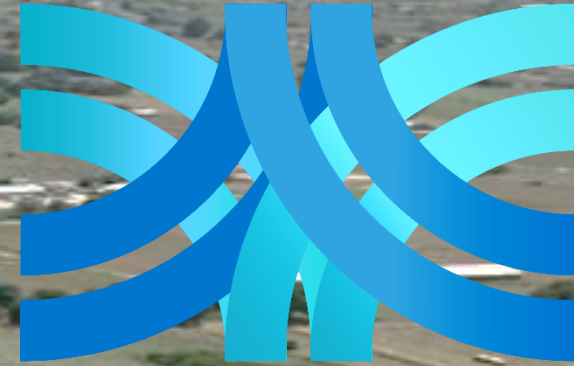


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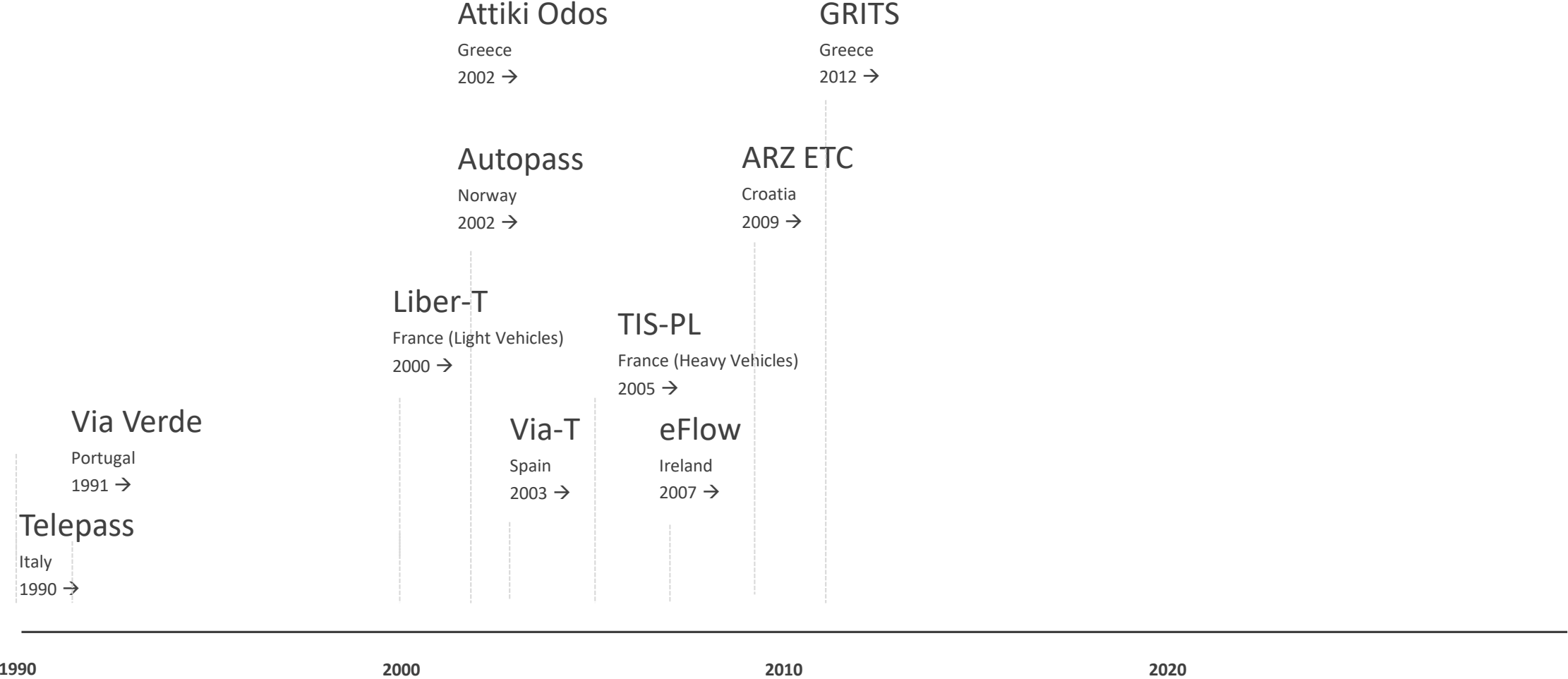
Procurement and Operating Models for Electronic Toll Collection Systems - System or Service ?

Mike Hayward

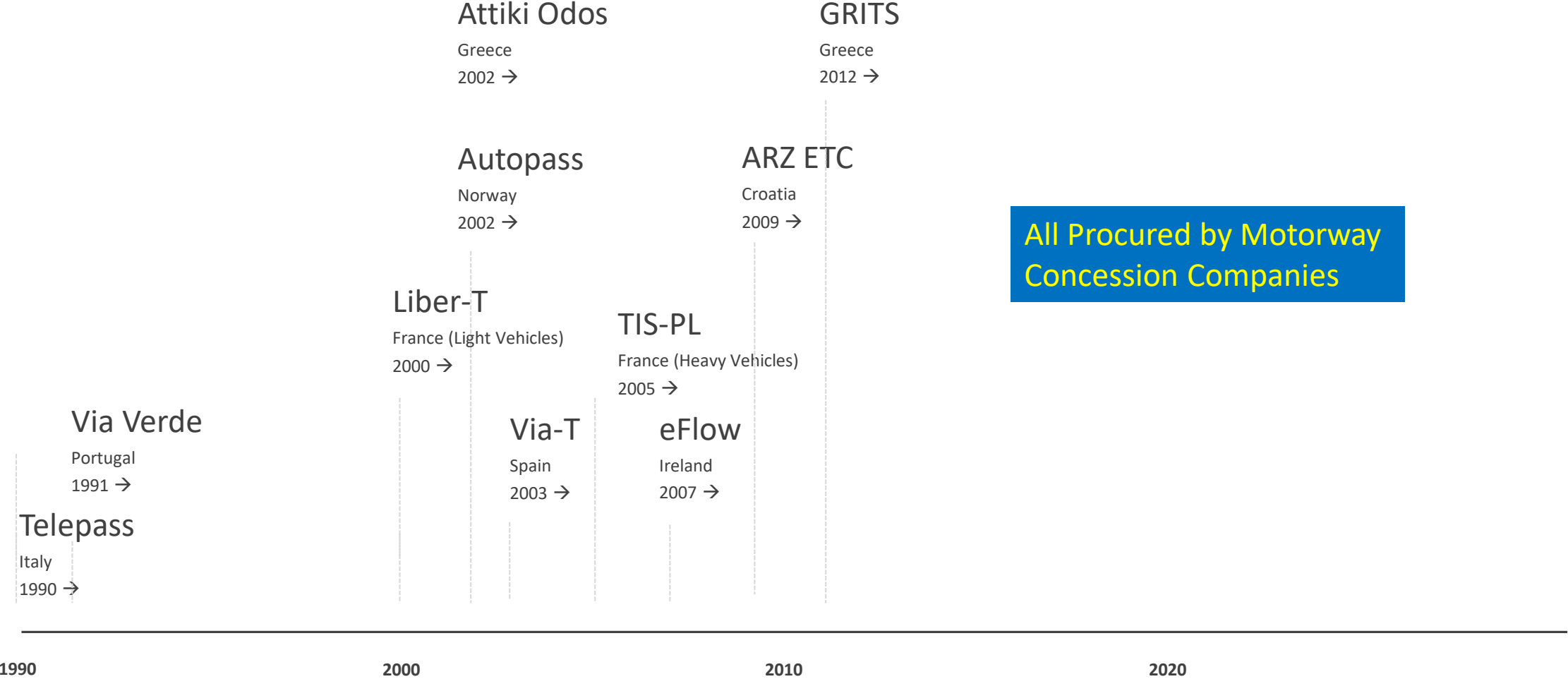
Principal Consultant, Transport Logic Ltd. (UK)



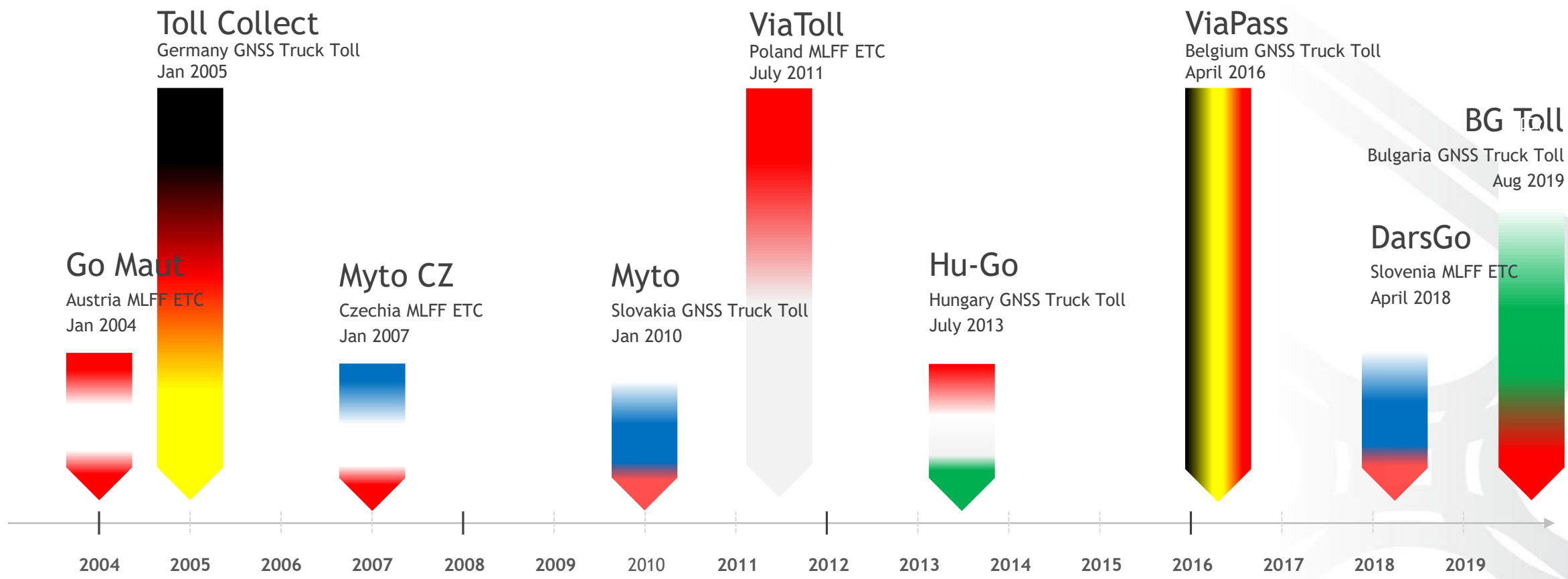
Evolution of ETC systems procurement in EU



Evolution of ETC systems procurement in EU



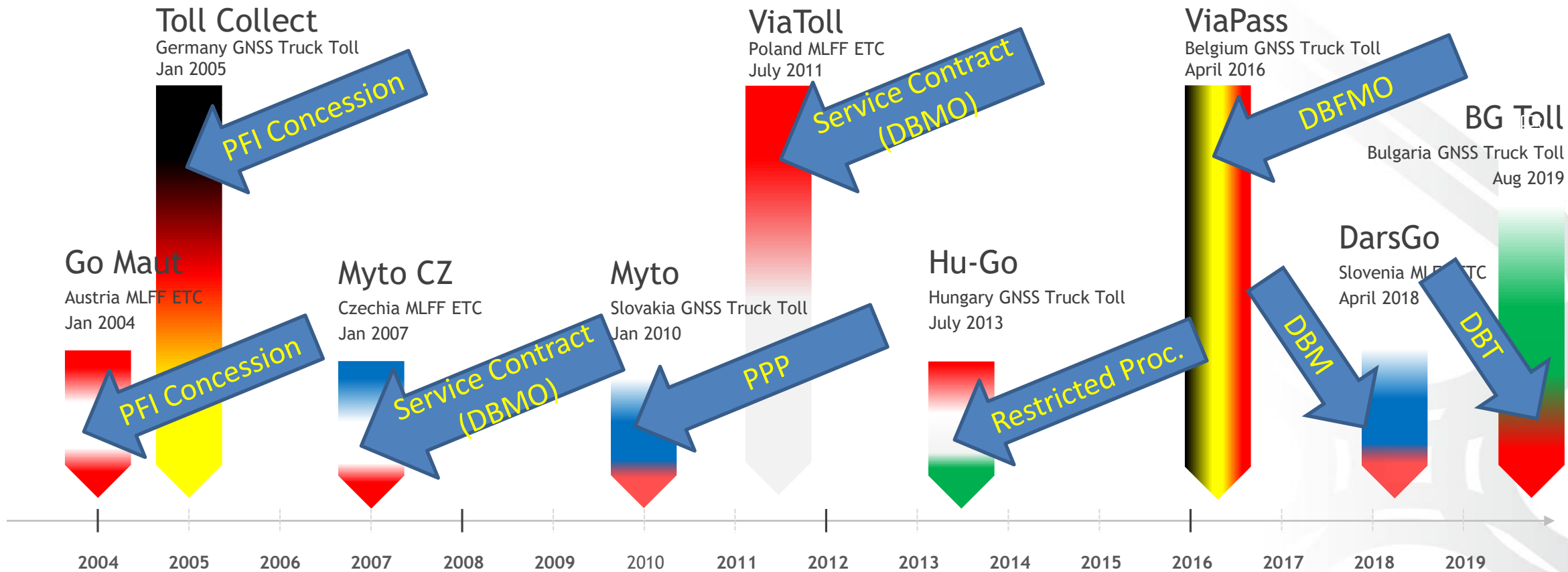
Evolution of ETC systems procurement in EU





Evolution of ETC systems procurement in EU

Procurement Methods



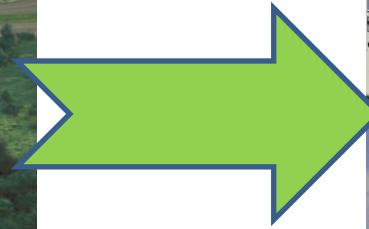
Trends in Procurement of ETC systems

- Increased number of Freeflow (barrier-less) schemes



Trends in Procurement of ETC systems

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Trends in Procurement of ETC systems

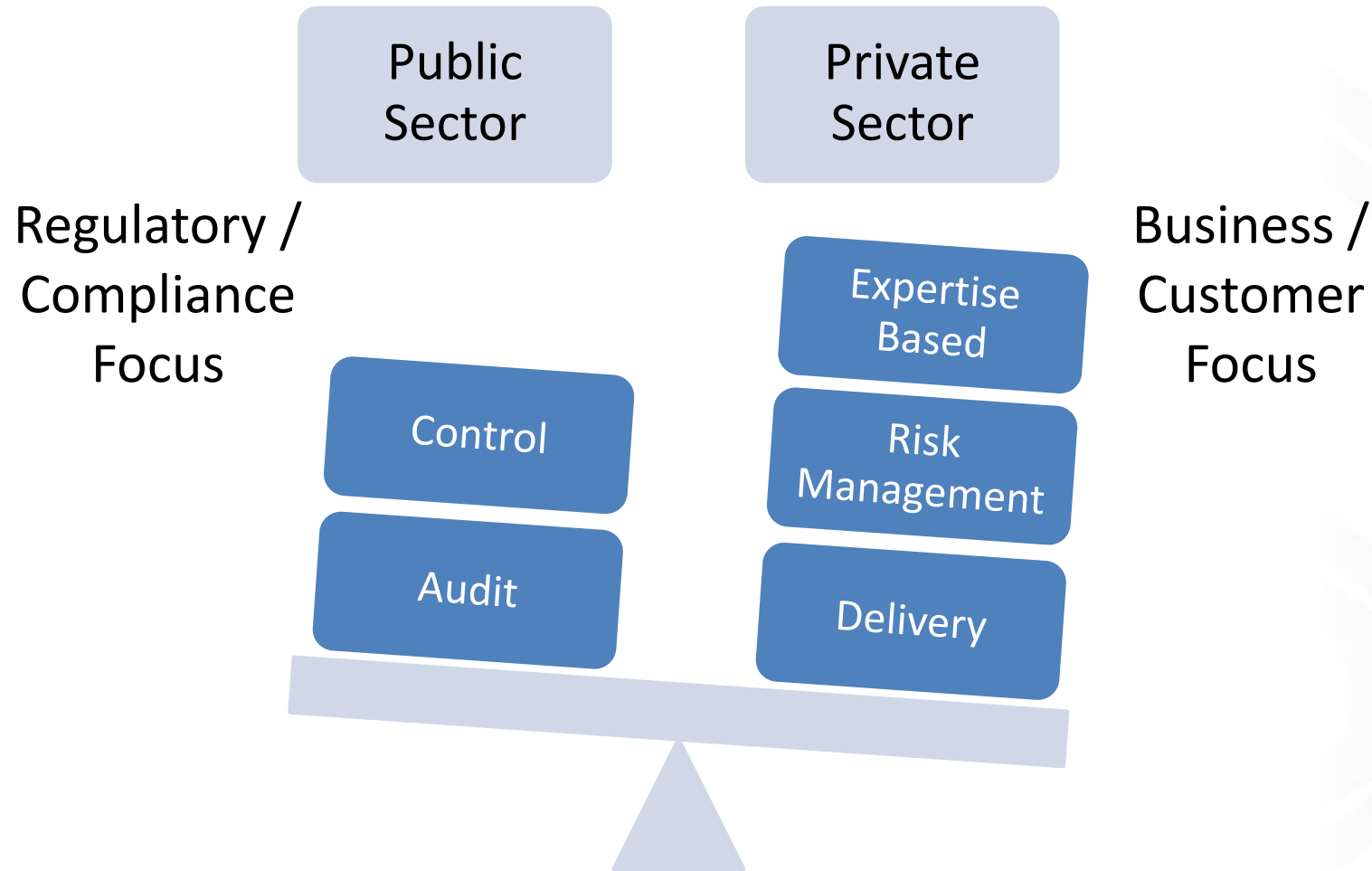
- Increased number of Freeflow (barrier-less) schemes
- Public Authorities becoming large purchasers
 - Czech Republic
 - Slovak Republic
 - Poland (GDDKiA --> GITD)
 - Hungary
 - Bulgaria (API)
 - TII (M50)
 - Highways England (Dartford Crossing)
 - Etc.



Trends in Procurement of ETC systems

- Increased number of Freeflow (barrier-less) schemes
- Public Authorities becoming large purchasers
- ETC operations managed by own staff not outsourced
 - E.g. Austria, Hungary, Poland, Bulgaria.

Public or Private ?



The Public – Private Partnership

- Not full privatisation or state monopoly
- Value for money
- Risks shared between public and private partners
- Risks allocated according to ability to manage
- Common goals but different success factors

Trends in Procurement of ETC systems

- Increased number of Freeflow (barrier-less) schemes
- Public Authorities becoming large purchasers
- ETC operations managed by own staff not outsourced
 - E.g. Austria, Hungary, Poland, Bulgaria.

- ANPR



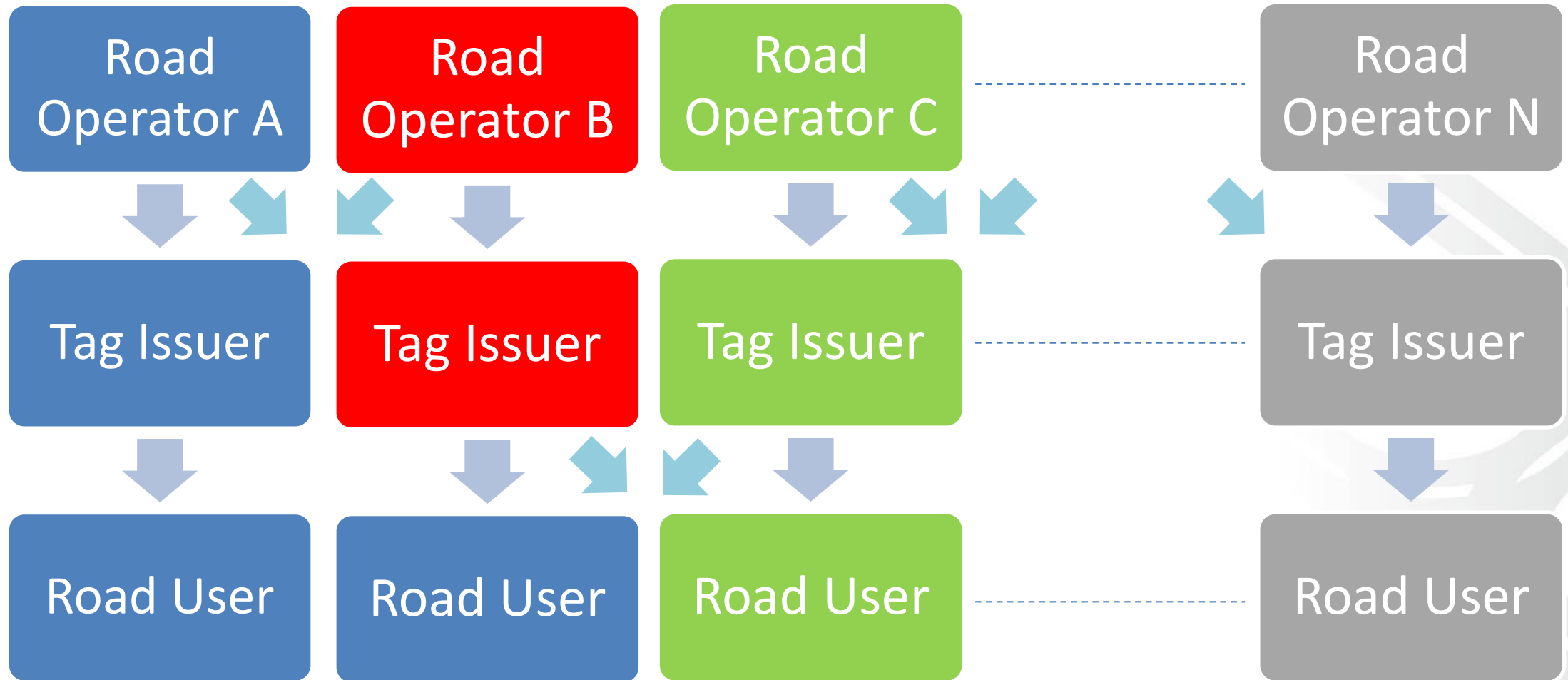
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- Introduction of EETS

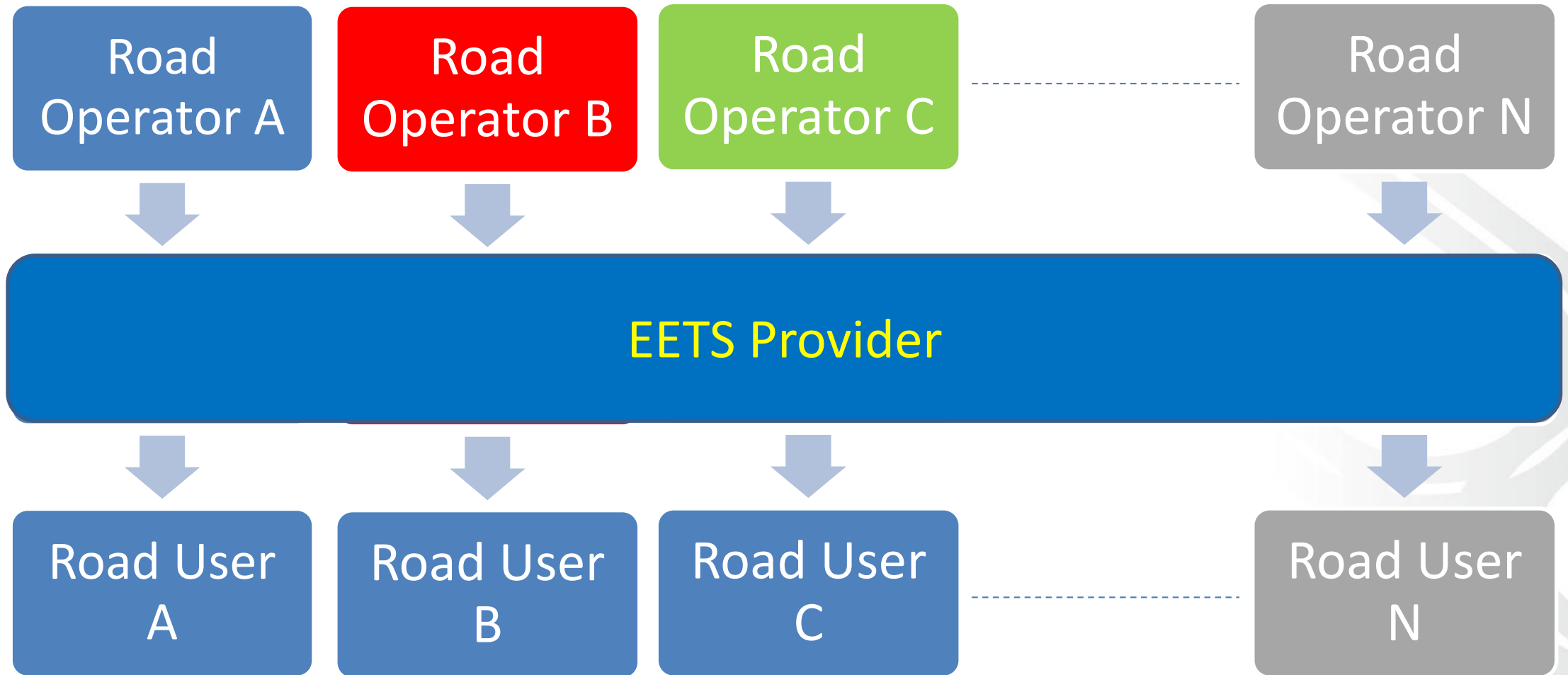
B.E. - Before EETS



B.E. - Before EETS



A.E. - After EETS



Introducing EETS

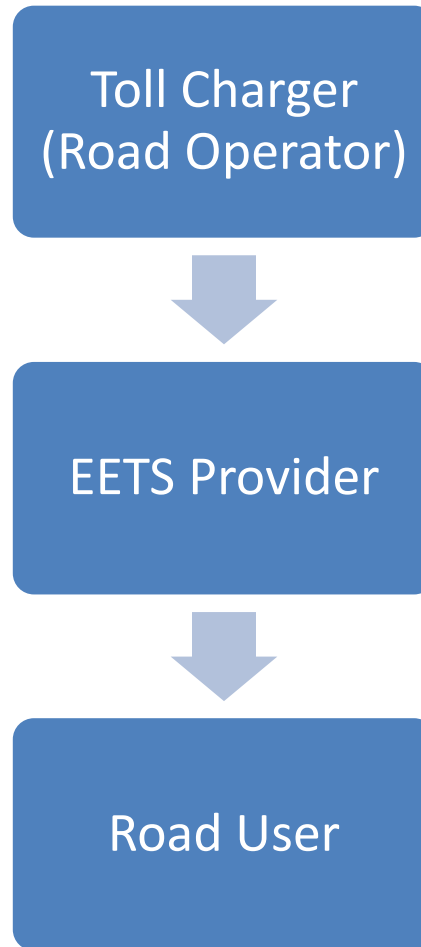
Operator:
Toll Charging +
Service
Provision



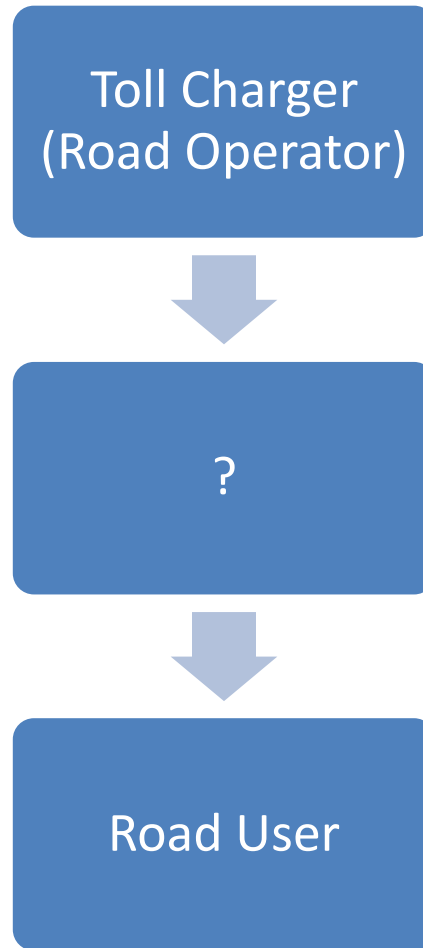
Operator: Toll
Charging

EETS Provider:
Service Provision

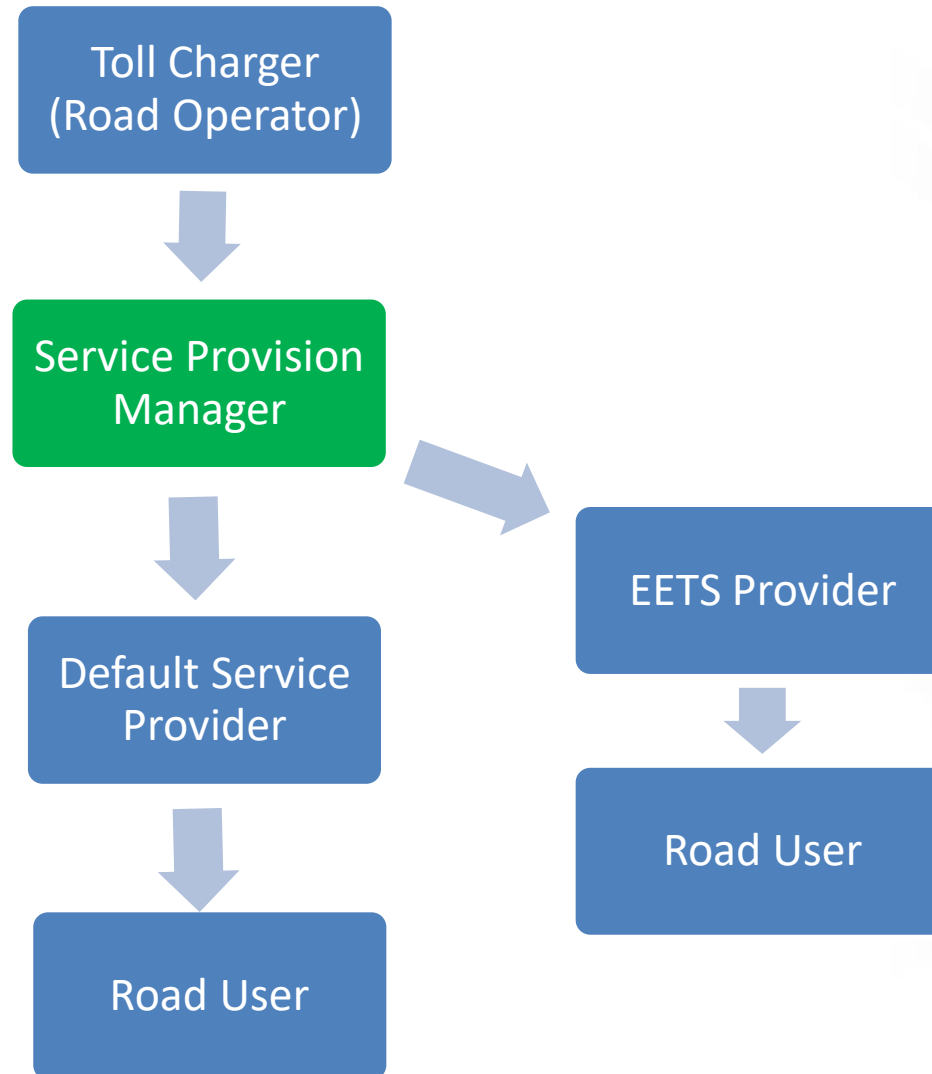
Introducing EETS



Introducing EETS



Introducing EETS



Introducing EETS

- EETS Providers must contract with Public and Private sector toll operators
 - Different approaches to performance requirements
 - Different approaches to revenue risk management
- Issues that need to be considered:
 - Procurement and remuneration ?
 - Define process for suitability for use testing

Trends in Procurement of ETC systems

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