

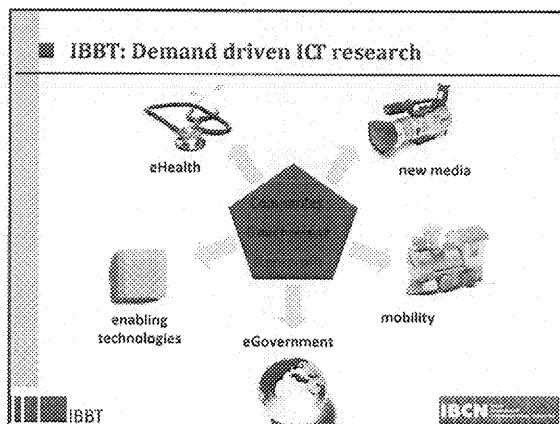
**IBBT**

## IBBT Tr@ins project TRAIN IP Network Services

Jan Van Ooteghem & Daan Pareit  
UGent - IBON

05/12/2008  
Railway Interiors Expo, Amsterdam RAI

**IBBT**



**Tr@ins project**

- Apr 2006 – Mar 2008
- Tr@ins = TRAin IP Network Services
- Focus on**
  - Technical**
    - Broadband Internet
    - Onboard mobility support
    - Uninterrupted Internet
    - Quality of Service
  - Economical**
    - User studies
    - Business model

**Research groups**  
**IBON** **MIST**

**Industrial partners**  
**Siemens** **Thales** **Neustec**

**IBBT**

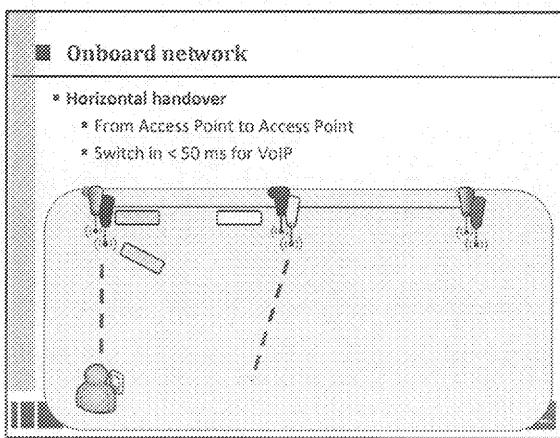
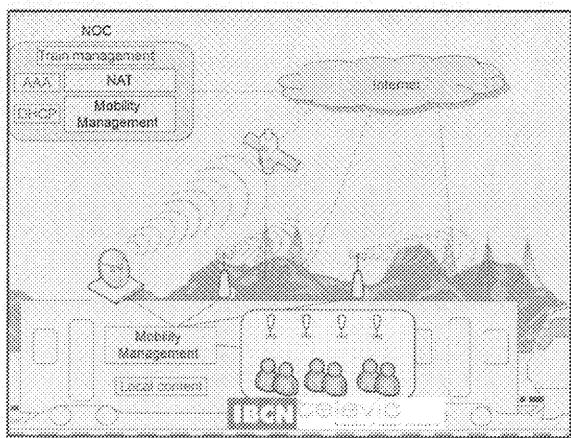
**IBBT**

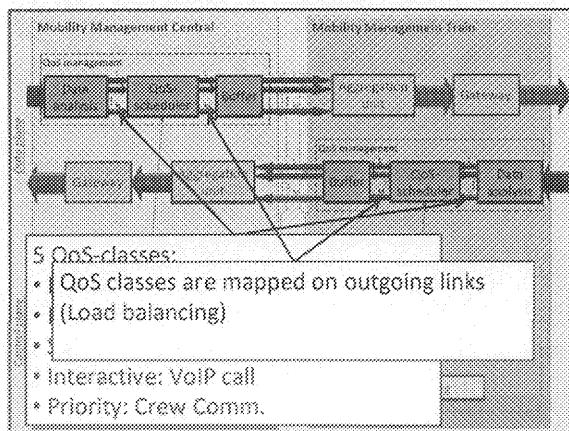
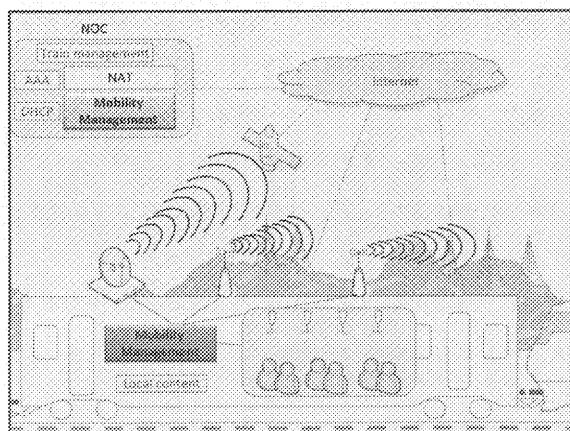
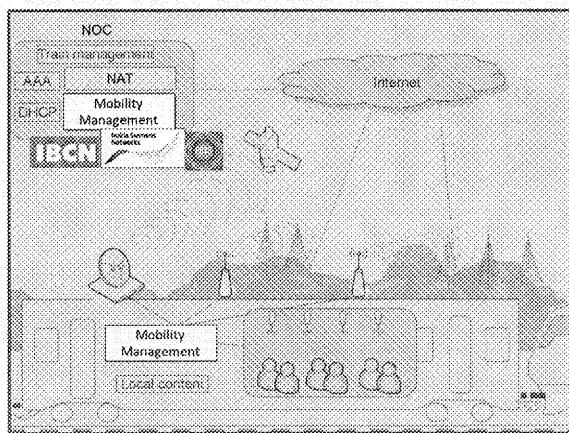
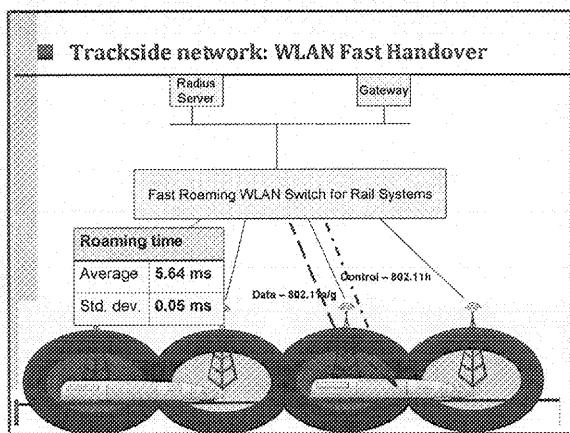
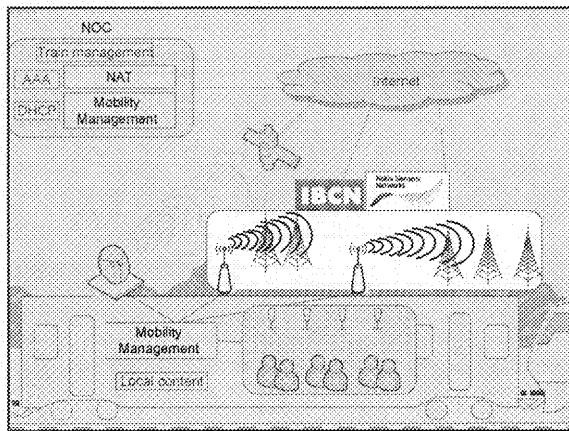
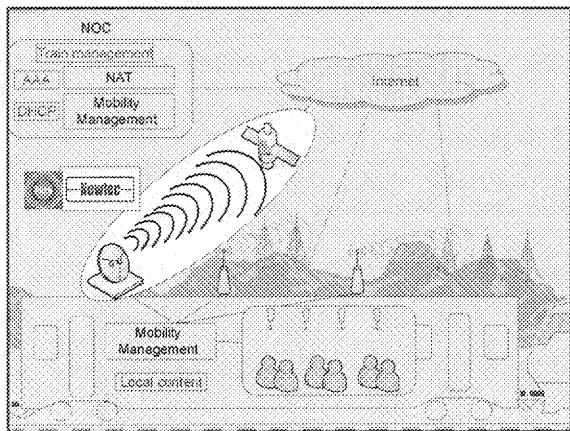
**IBBT Tr@ins project**

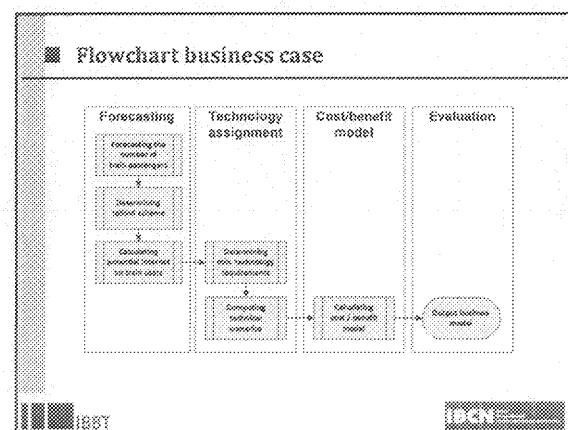
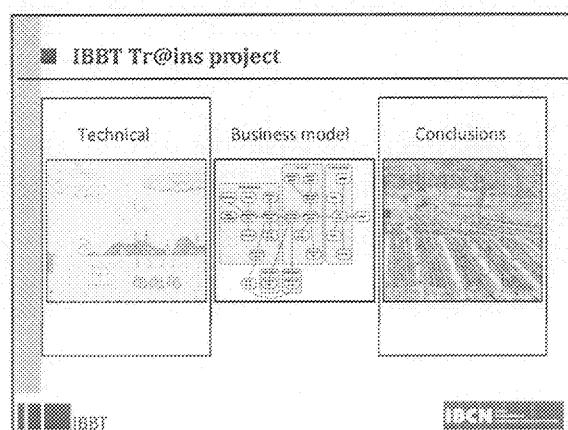
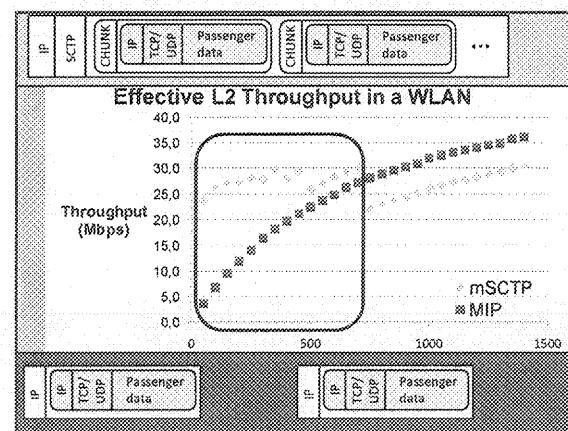
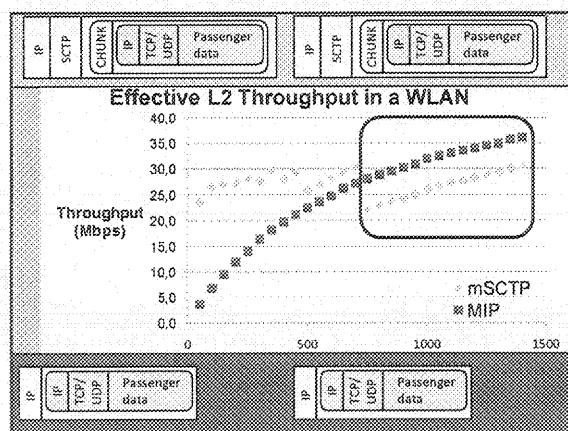
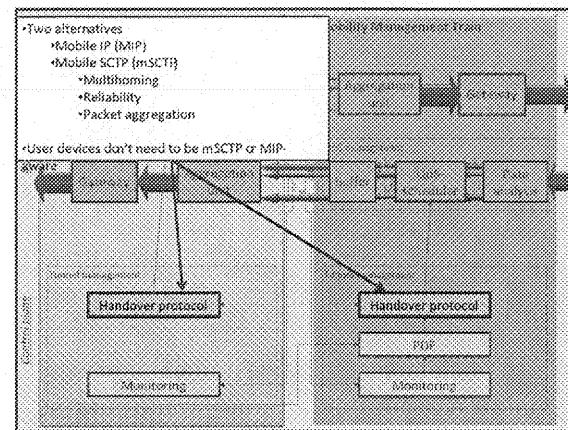
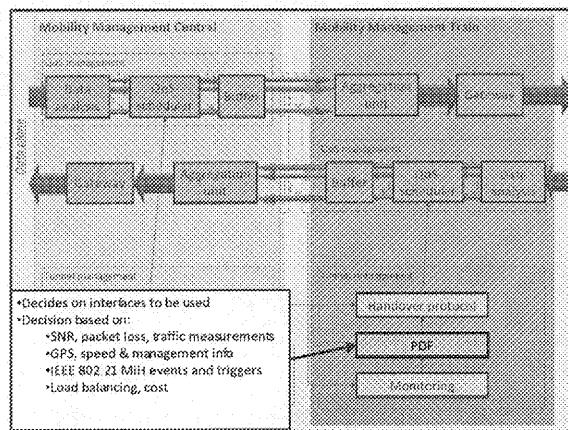
Technical	Business model	Conclusions

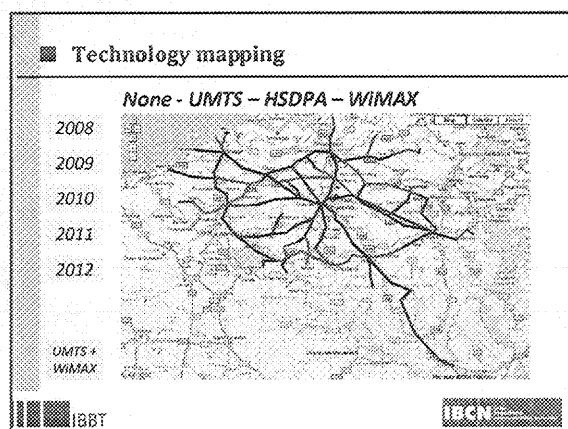
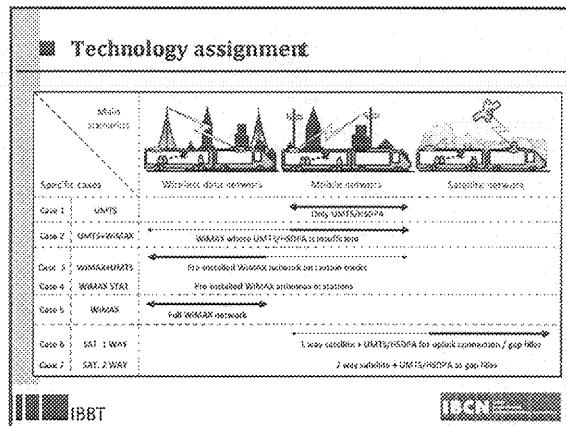
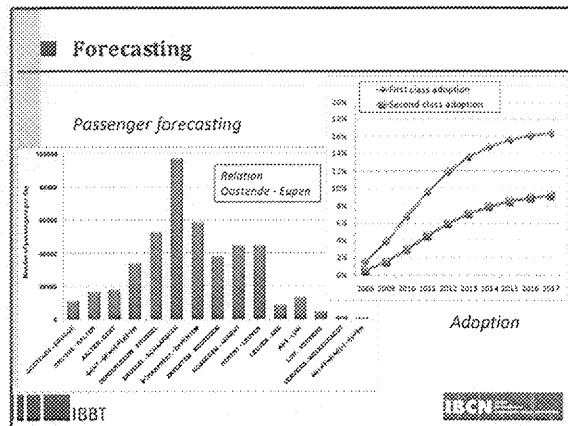
**IBBT**

**IBBT**







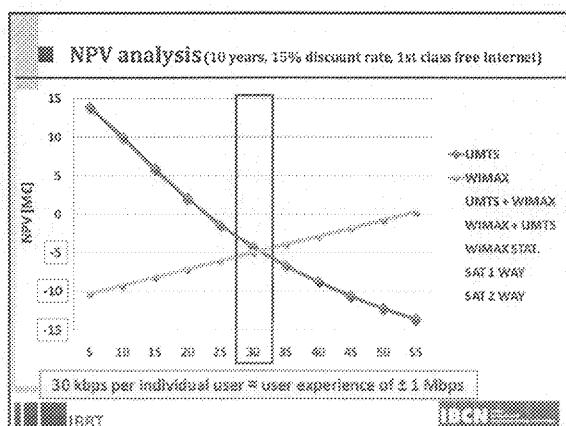


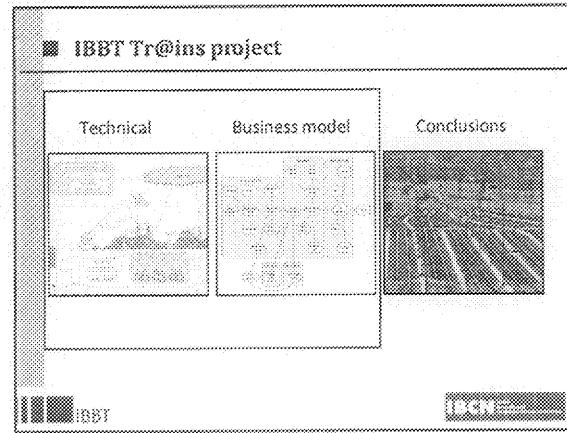
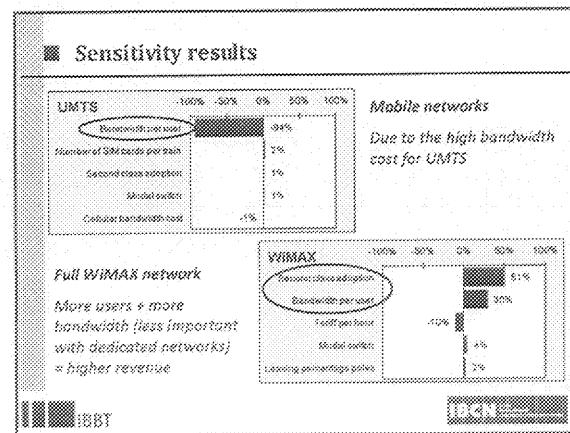
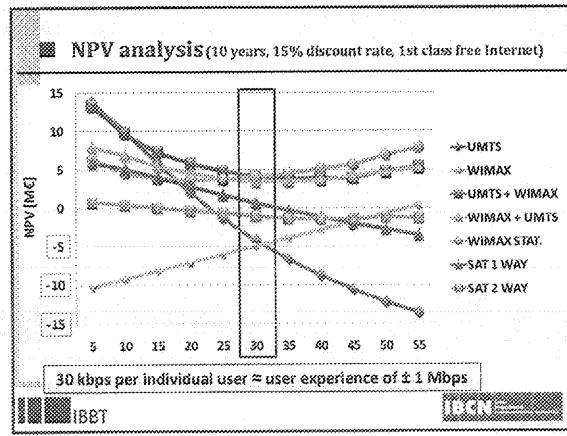
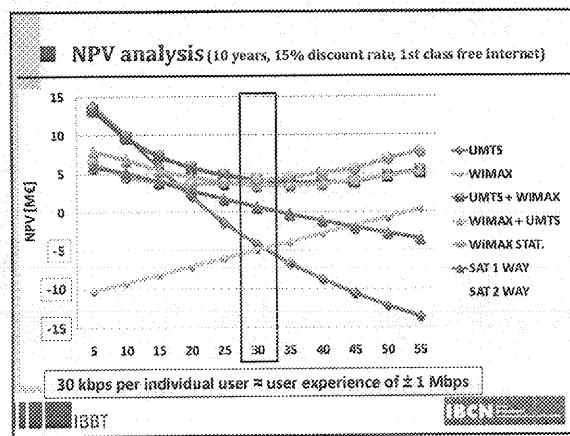
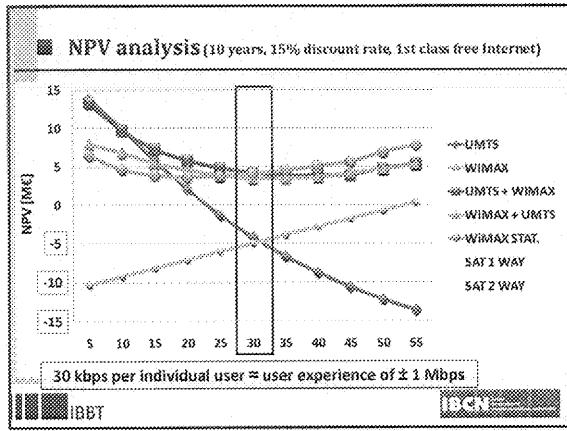
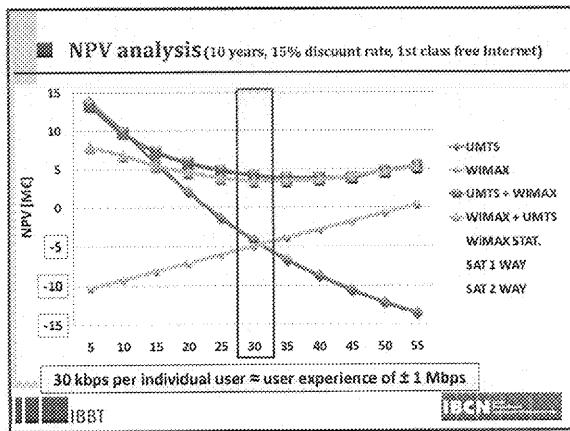
### ■ Cost parameters

		Wireless data networks	Mobile networks	Satellite networks
CapEx	Train equipment	* Outdoor antenna * Indoor network	+	+
	Network equipment	* Trackside network * NOC	+++	+
OpEx	General costs	* Helpdesk * Sales (billing) * Marketing	++	++
	Operations	* Maintenance and repair * Network management * License costs	++	+
	Network connection	* Outdoor link	*	++

IBBT ITCN

- ### ■ Revenue schemes
- \* Ticket types
    - \* Prepaid cards per hour (e.g. hotspot service)
    - \* Monthly subscriptions
  - \* Ticket price
    - \* Dependent on offered service: €3.9 – €3.9 (5 - 35 kbps)
    - \* Service of 30 kbps: Prepaid: €3.4 / Subscription: €18
  - \* Two revenue scenarios
    - \* Both first and second class paying
    - \* First class free internet, second class paying
      - ⇒ Modal switch from 1st to 2nd class!!!
- IBBT ITCN





## ■ Summary 1

When more bandwidth is guaranteed to the customer:

- \* UMTS cases
  - \* Only UMTS: Problems → No QoS
  - \* Combination with WiMAX: QoS can be guaranteed
  - \* Pre-installation WiMAX: more optimized network rollout
- \* WiMAX case:
  - \* Only interesting for large bandwidth
- \* Satellite cases:
  - \* UMTS as gap filler: bandwidth problems
  - \* 1Way Satellite: uplink bandwidth problems (UMTS)
  - \* 2Way Satellite: less dependent of bandwidth

IBBT

IPN

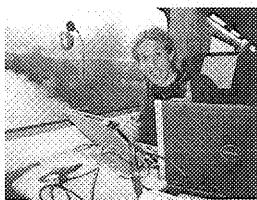
## ■ Summary 2

- \* Combination of technologies required
  - \* Dense railway network: UMTS + WiMAX
  - \* Rural railway network: Satellite solutions
- \* Business case
  - \* Positive case in Belgium is possible
  - \* Influenced by many factors
    - \* User forecasting, rollout scheme, offered bandwidth
  - \* Business models
    - \* Role and participation of the partners important

IBBT

IPN

## ■ Thank you!



Contacts:

[jan.vandoechhem@intec.ugent.be](mailto:jan.vandoechhem@intec.ugent.be)  
[daan.pareit@intec.ugent.be](mailto:daan.pareit@intec.ugent.be)

IBBT

IPN

## WEDNESDAY 5 NOVEMBER DAY 2 - AFTERNOON SESSION

**MODERATOR** - Dave Gorskov, CEO, Digital Grape

### The networked railway – developments, passenger infotainment and future applications

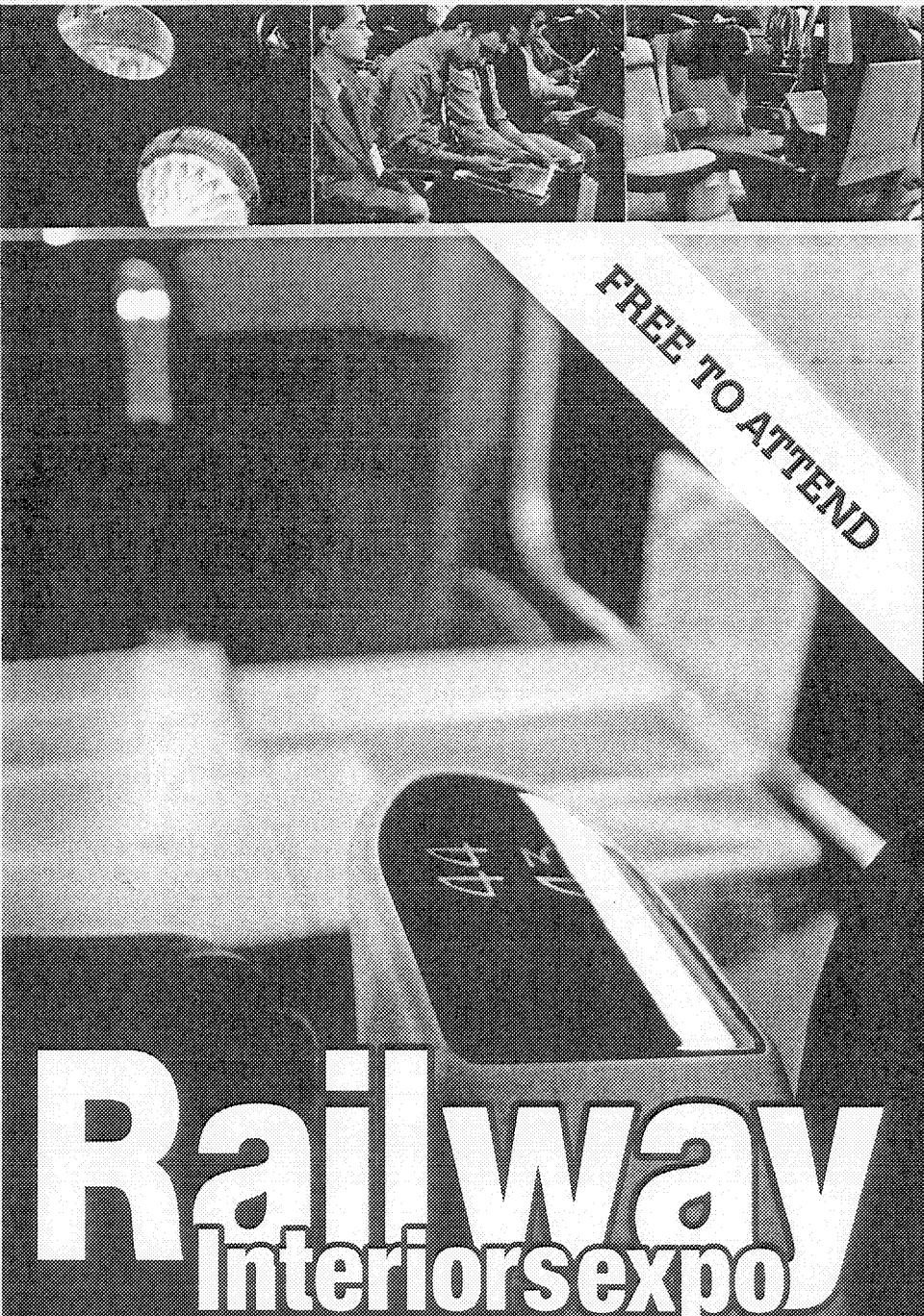
- 13.05** Train communications for passenger entertainment, operational applications and enhanced security – where are we today and where next?  
 Nomad Digital – Jay Saw, commercial director  
 Jay Saw will outline developments in the continued evolution of train communications for passenger entertainment, operational applications and security enhancements, particularly focusing on the past 12 months. The primary aim will be to communicate the successes made and what the future holds
- 13.30** WiFi on trains – making the business case  
 Lloyds Register Rail Europe – Hans de Grauw, senior consultant  
 How a shared infrastructure can lower costs per application and still meet all the requirements, while making the best use of scarce resources and making upgrading of vital components easier as well.
- 13.55** IBBT Tr@ins project  
 Ghent University - IBBT – Jan Van Ooteghem, researcher & Daan Pareit, PhD Student  
 The IBBT Tr@ins project has studied broadband wireless access solutions for train commuters, dealing with movements of passengers and crew in the train and high-speed movements of the train, from a technical as well as a business perspective.
- 14.20** Mobile digital signal – why digital signage has finally reached into the trains and buses of today  
 Inova Multimedia GmbH – Frank Lichomski, managing director  
 The latest developments in wireless communication and affordable mobile screens have made it possible to reach the captive audience inside our public transportation systems. Who is profiting from this development and what precautions are being taken?
- 14.45** Portable media on the rails – PMPs give passengers freedom of movement, choice and connectivity while riding the rails. The diversity available in modern devices presents options for entertainment as well as for business practices. ITE is as robust as IFE!  
 digEcor – Brian Lynch, vice-president, sales  
 This presentation will discuss, revenue share models, distribution and collection, establishing provisioning assets for large rail networks, labour-reduction initiatives, content selection for movies, music, TV, video games, price point initiatives and luxury packages.
- 15.10** Private branded online entertainment store for in-station/on-board kiosks – downloading and custom DVD burning  
 Raging River – Web Barth, president  
 Five years ago the principals of Raging River developed the very first portable video hard drive players for the airline industry worldwide and railroads in North America. This presentation looks at state-of-the-art solutions for infotainment on board.
- 15.35** FORUM FINISH
- 16.00** Presentation of the Railway Interiors Expo 'Innovation and Excellence' Awards followed by the winners' drinks party

**REGISTER ONLINE NOW FOR YOUR COMPLIMENTARY PASS TO THE WINNERS' DRINKS PARTY.**  
[www.railwayinteriors-expo.com](http://www.railwayinteriors-expo.com)

RAILWAY  
INTERIORS EXPO  
'Innovation and  
Excellence'  
AWARDS  
2008

F  
  
Register  
pass fo  
TECHN  
WWW.

# OPEN TECHNOLOGY FORUM UPDATE



# Railway Interiorsexpo

UPDATED PROGRAMME

4, 5, 6 NOVEMBER 2008  
AMSTERDAM RAI, THE NETHERLANDS

The world's **ONLY** international exhibition  
and open technology and ideas forum  
devoted to rail-car and mass-transit  
interiors, passenger services and comfort

REGISTER ONLINE NOW FOR YOUR FREE  
EXHIBITION AND FORUM PASS  
[www.railwayinteriors-expo.com](http://www.railwayinteriors-expo.com)