

Improving ticketing and reforming fares (and how people can buy them)

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Rail Delivery Group



southeastern



Les Misérables
QUEEN'S THEATRE

 Tickets

15:18:13

POSITION CLOSED

oyster

oyster

Time	Destination	Platform	Expiry
15:45	Hastings	-	-
	via Tunbridge Wells	-	-
15:47	Hayes (Kent)	-	-
	via Catford Bridge	-	-
15:54	Gravesend	-	-
	via Sidcup	-	-
16:02	Dartford	-	-
	via Bechtelghath	-	-
16:06	Swanwick	-	-
	via Grove Park	-	-

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Departures

Tickets Tickets

oyster

TICKETS
Cash & Card Payments

oyster

oyster

 Tickets

POSITION CLOSED

oyster

oyster



National Rail ticketing through the ages

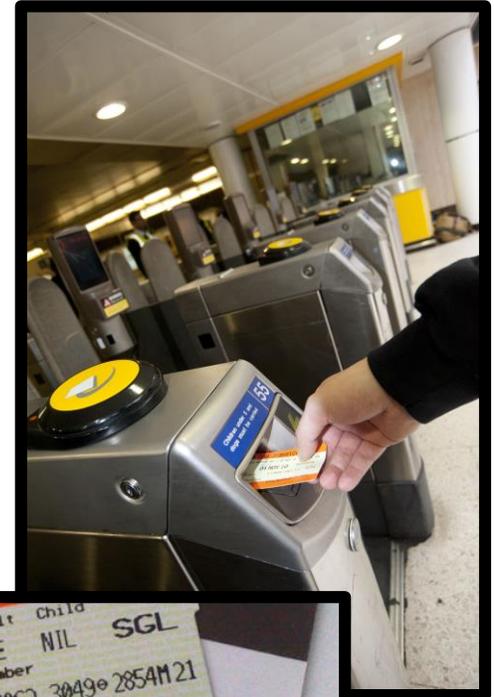
- Edmondson Card tickets: 1839 – 1987
- Magnetic stripe tickets: 1983 – present
- Oyster: 2003 – present
- ITSO: 2008 – present
- Barcode: 2008 – present
- cEMV (PAYG only): 2014 - present



1987: The last (and only) time any ticketing technology has been withdrawn from the railways

Reflections on the current ticketing landscape

- 83% of National Rail journeys are still made on magnetic stripe media
- Moves towards smartcard (ITSO) have been slow and expensive and usage still remains relatively low
- Integration with TfL accounts for a high proportion of rail journeys (~67%)
- Challenges with the orange magnetic stripe tickets:
 - High risk of fraud
 - Very difficult to modernise
 - The 'fulfilment issue' (also affects ITSO)



The Key – our smartcard

- The Key Phase 1 (SEFT) project introduced smartcard ticketing onto Southeastern in December 2016
- Shortly after the SEFT launch, the Secretary of State announced his commitment to deliver interoperable smart ticketing across all TOCs by 31st December 2018
- Southeastern signed a Deed of Amendment on 6th December 2017, which includes £2.85m of funding to expand and enhance The Key as part of the Smart Ticketing on National Rail (STNR) programme



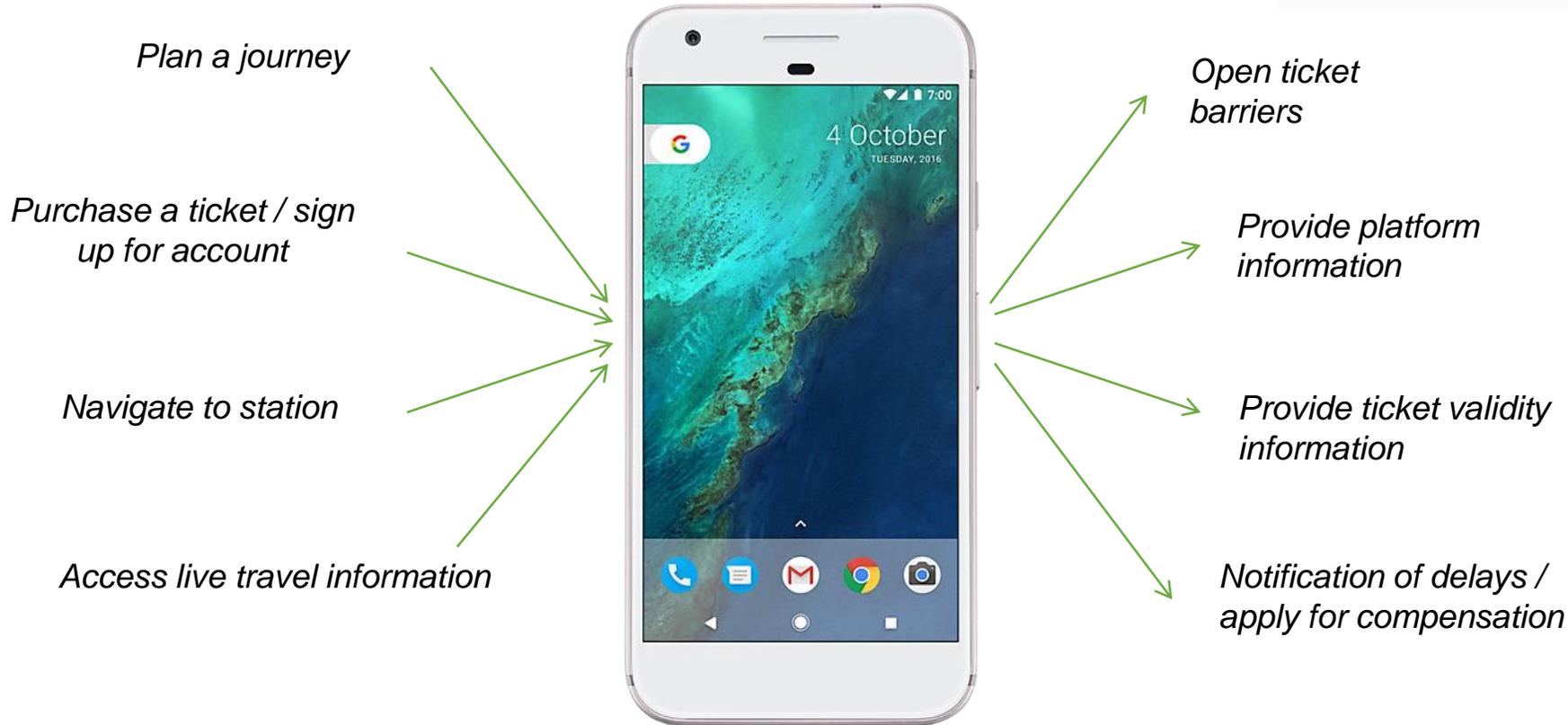
Extending the key to more stations and more passengers

- The Key Phase 2 will deliver passenger and employee benefits, by enhancing the range and availability of smart ticketing at Southeastern.
- Phase 2 will include:
 - Sales of the Key card, online collections, fare purchases and refunds at all Southeastern stations
 - Collections and inspection of key cards to be carried out on-board trains
 - Key card fare range to expand to include singles and returns as well as season tickets
 - To be integrated with other train operators smartcard systems
 - All due to be rolled out before the end of 2018



Mobile barcodes

85% of UK adults now own a smartphone



Challenges with mobile tickets

- Hardware upgrades required on gatelines
- Lack of TfL support (23,000 readers)
- Ergonomics of current presentation at gates
- Speed and reliability

The evolution of mobile ticketing

Near Field Communication (NFC) shows how mobile ticketing is evolving

Apple Pay and Android Pay on TfL:

- Fast, contactless, read at gates
- Making full use of smartphone ancillary services
- Reduces time needed to use a ticket; thereby reducing friction and customer pain points
- 1 in 10 TfL customers have used mobile for contactless payments

Digital Wallet Ticketing is being used as the term to describe NFC ticketing on National Rail



The future of ticketing

Pre-purchase ticketing will need to exist alongside Pay As You Go

Our vision is for:

- Account-based Pay As You Go ticketing
- Flexible season ticket products
- Multi-modal ticketing
- Mobility as a Service



Fares reform: *the key to unlocking digital ticketing*





The problem...

- Decades of well-intentioned but outdated regulation has led to a range of fare options that have not kept pace with technology or how people work and travel today.
- Alongside major upgrades to services, an easier-to-use, trusted fares structure is key to delivering the long-term plan for change and improvement set out *In Partnership for Britain's Prosperity* launched last year.

The process...

Male Sarongs,
Tab Clear,
Inflatable Chairs,
Pagers, Y2K,
Fare Regulations,
Dolly the Sheep,
Vanilla Ice,
& Eldorado

Some things belong
in the 90s, but rail
fare regulations need
a refresh.

britainrunsonrail.co.uk/fares

RDG have launched the consultation in partnership with Transport Focus, based on the principles that fares should be:

- transparent, predictable, fair, trusted, easy to use and value for money
- integrated with other forms of transport
- flexible enough to serve different types of customer in different markets
- an enabler for growth, innovation and choice

The consultation...

A formal process managed by Systra in association with KPMG

1

**Consultation launched
on 4 June - accessed at
britainrunsonrail/fares**

2

**Runs for 14 weeks until 10
September; responses
online or by post**

3

**Final report with
recommendations supported
by economic analysis in late
Autumn**

Stakeholder Engagement...

A detailed engagement plan is in place, covering the different groups of stakeholders that we need to involve and manage:

1

People **inside** the tent we have to **involve** in the process and conversation:



Industry partner: transportfocus 

2

People **outside** the tent we want to **engage** with and work to **advocate** the conversation for change:



MoneySavingExpert.com



Travel Trade Industry

3

People who need individual handling because of their relationship with the industry



Department for Transport



OFFICE OF RAIL AND ROAD



KPMG work...

Report and evidence provides our collateral in supporting the case for change



KPMG are working with us on the economic analysis needed to build a sustainable process for implementing solutions

Outputs...

- The results will be used to inform a final report to government, supported by an economic analysis of the predicted range of revenue effects for given solutions
- Changes need to be fiscally neutral as it is unrealistic to expect new government money
- However, we haven't approached this with pre-conceived ideas – we want to hear people's views
- We know it won't be easy but root and branch reform is needed to move away from today's anomalies and this cannot be done if we set limitations



Winners and losers...

- Any changes will require working with government and franchising authorities to implement.
- The ‘winners and losers’ debate has stifled engagement to date, but we hope to be able to identify what the big wins for society need to be; and what the red lines are
- We welcome your organisations lead in taking part in the consultation as well as the wider debate.

Thank you

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