



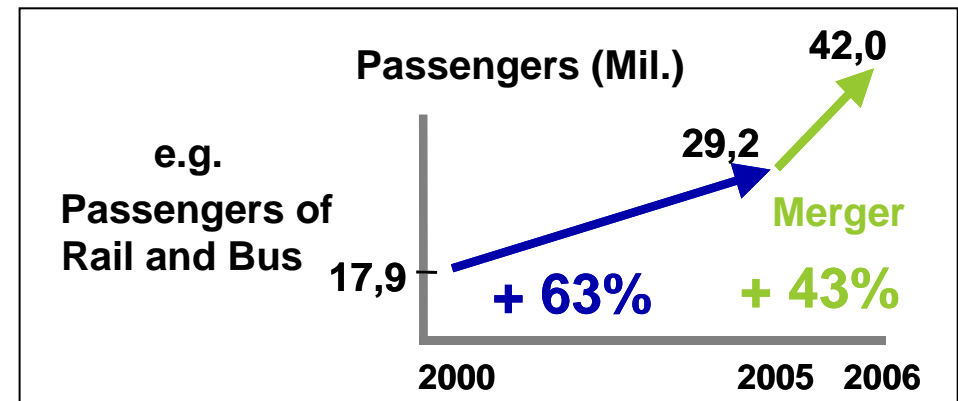
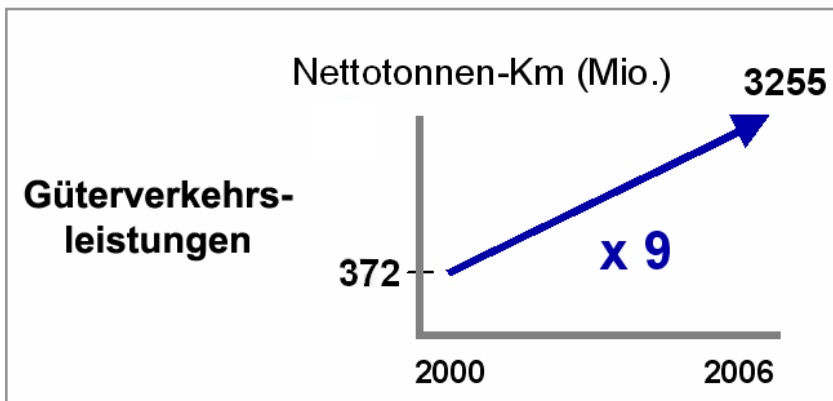
# Sustainable Success in the Railway Business

InnoTrans 2008, Hans Flury, CFO and deputy CEO BLS

## How can train operating companies guarantee sustainable success?

- ....
- ....
- ....
- and an Intelligent Resource Management

# Traffic Development of BLS and BLS Cargo AG



## ***Planned Resources***

Drivers	= 750
On-board Personnel	= 120
Powered Wagons	= 180
Third Party Loc.	= 30
Wagons	= 400

## What challenges do train operating companies face?

- Ferocious competition in cargo sector
- Rapid adaptation to a changing market
- Growing customer demand for quality (System comparisons)
- Orders in regional passenger traffic: more and improved services for less money
- Heightened complexity of the system: Several TOC use on net, increased use of links, customer quality demands
- Planning complexity due to location changes during production
- Separation of rail and traffic
- Proficiency with institutionalised interfaces for data exchange

## How do TOC face these challenges?

- Focus on „the“ customer:
  - BLS Cargo: 20 -30 Customers
  - BLS RPV: Millions of passengers, 8 Cantons
  - BLS Autoverlad: 1.2 Mil. Cars
- High performance of personnel
- High availability of vehicles
- High productivity
- Transparency in the course of production
- Ability to control the complex system

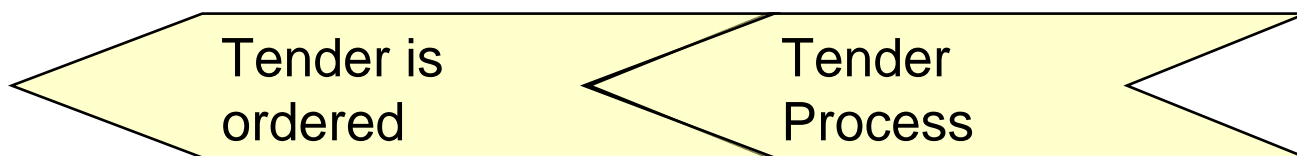
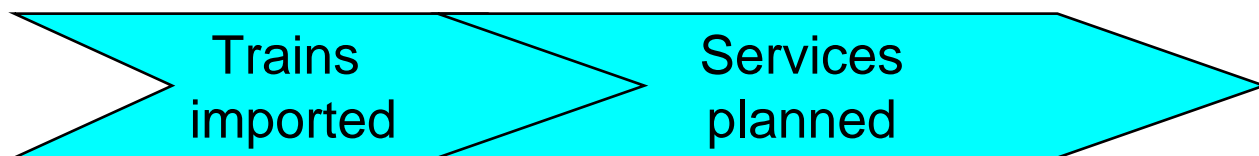
.... among others with an intelligent resource management

# When is resource management solved „intelligently“?

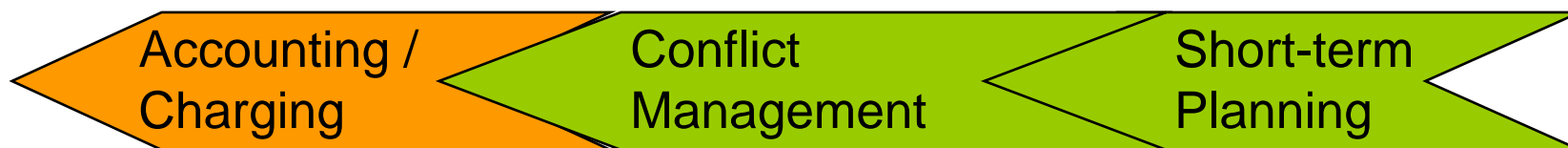
- ① All planning steps, from rough planning to production and accounting thereof, are processed in a **consistent** fashion.
- ② All resources for train runs and the activities in between are planned **simultaneously** with one system.
- ③ All performance data is available in the necessary **granularity** for Planning, Controlling and Charging.
- ④ The resource management is perfectly embedded into the local topology.
- ⑤ The system grows according to changing demands.

# 1 Consistent Planning Process

## Tender Planning

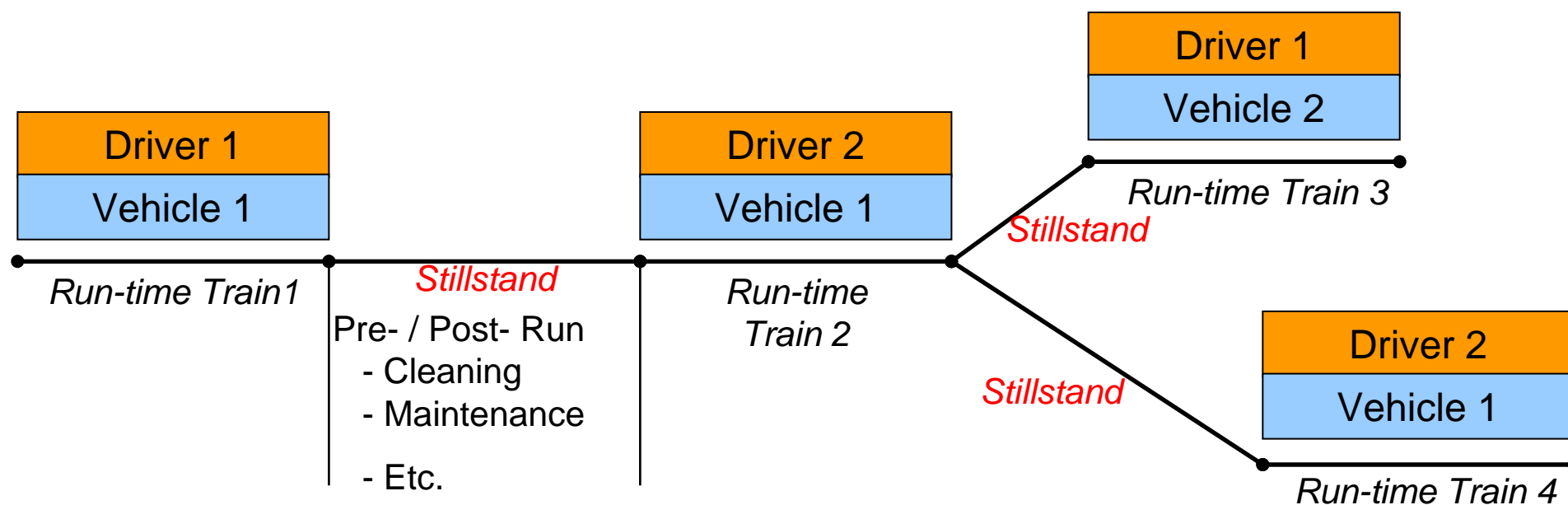


## Operational Planning



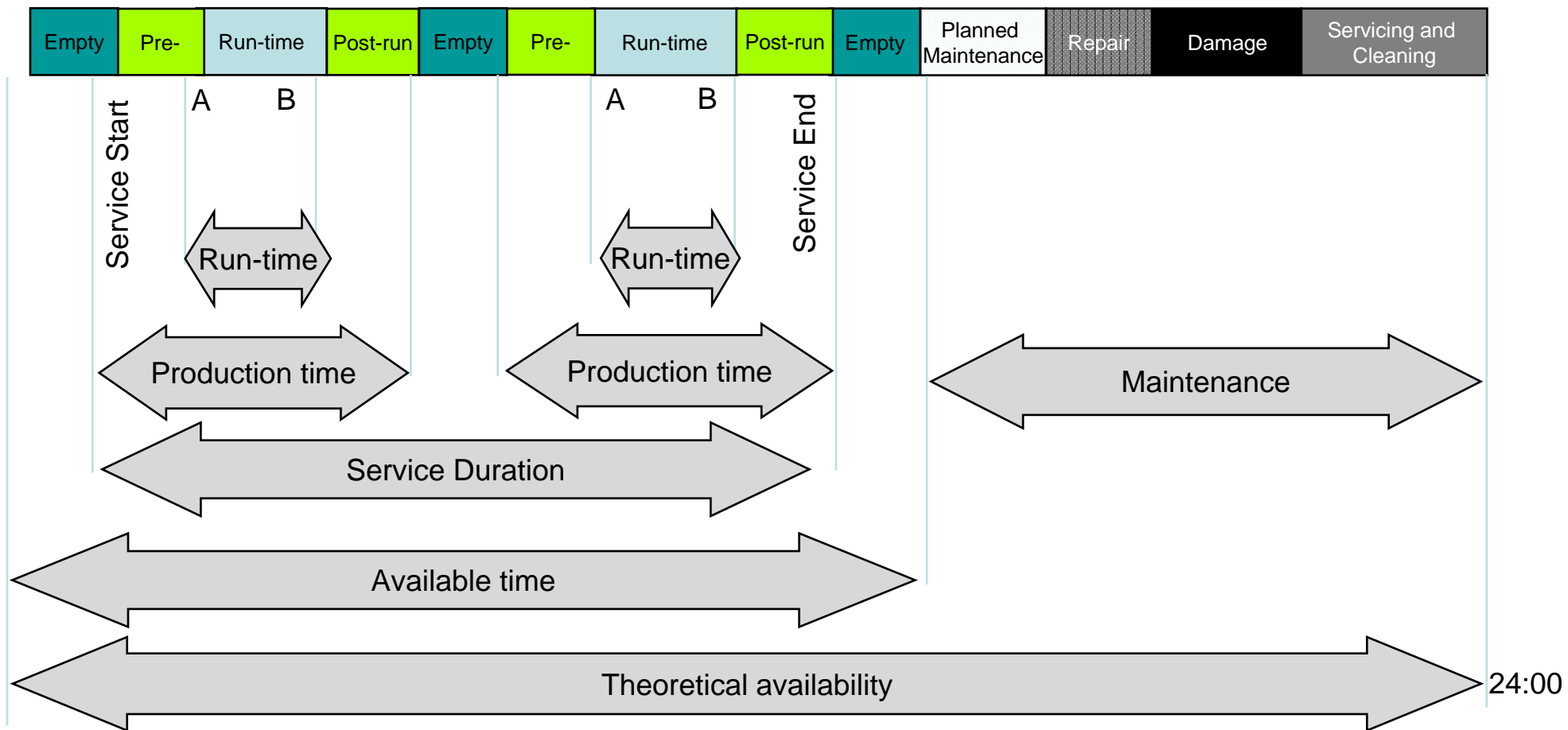
## ② Simultaneous Planning of Resources

- Essential train resources are planned simultaneously in one system.
- The system validates Qualifications, Work-time Rules, etc.

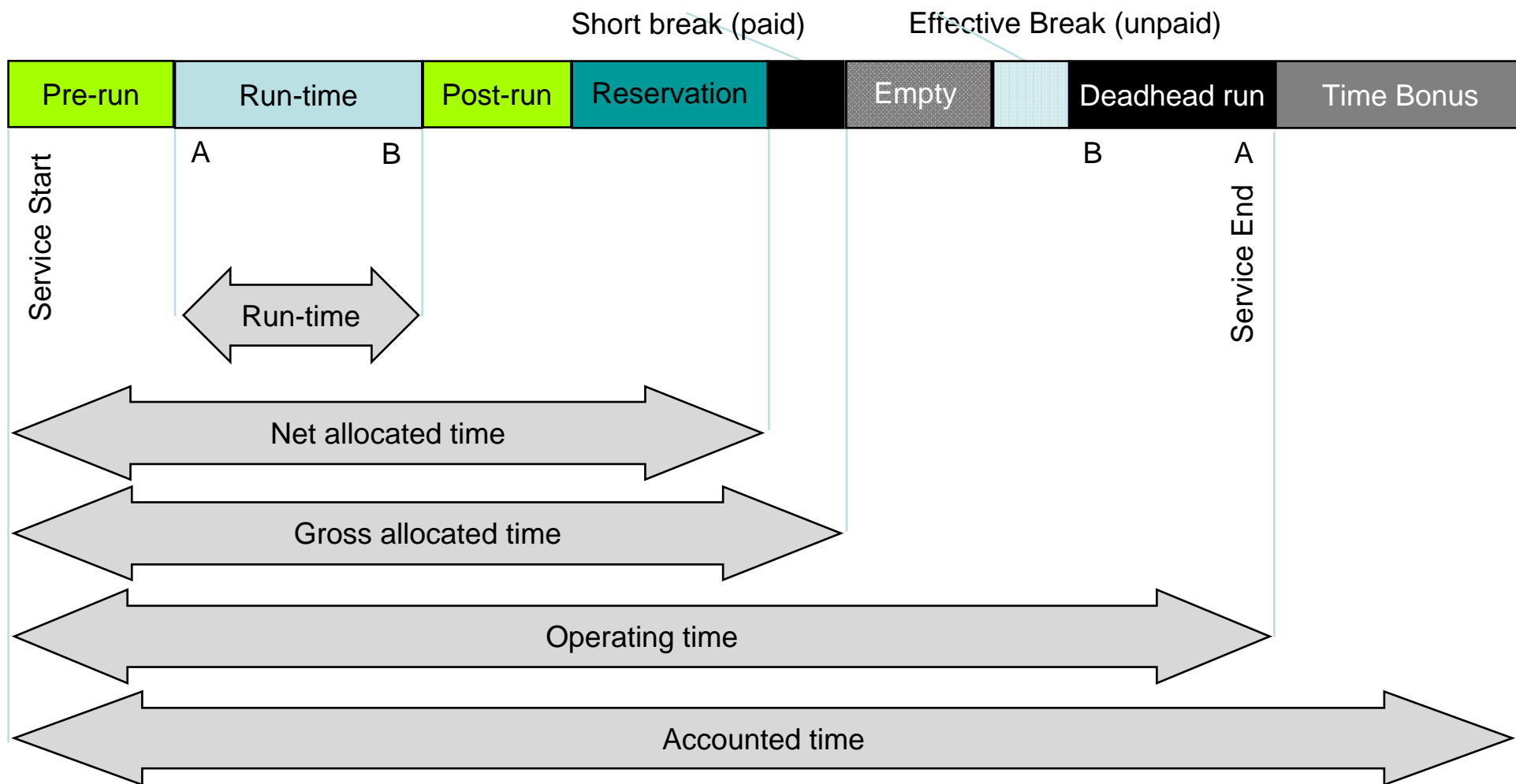


→ Stillstand is an independent process that must be managed

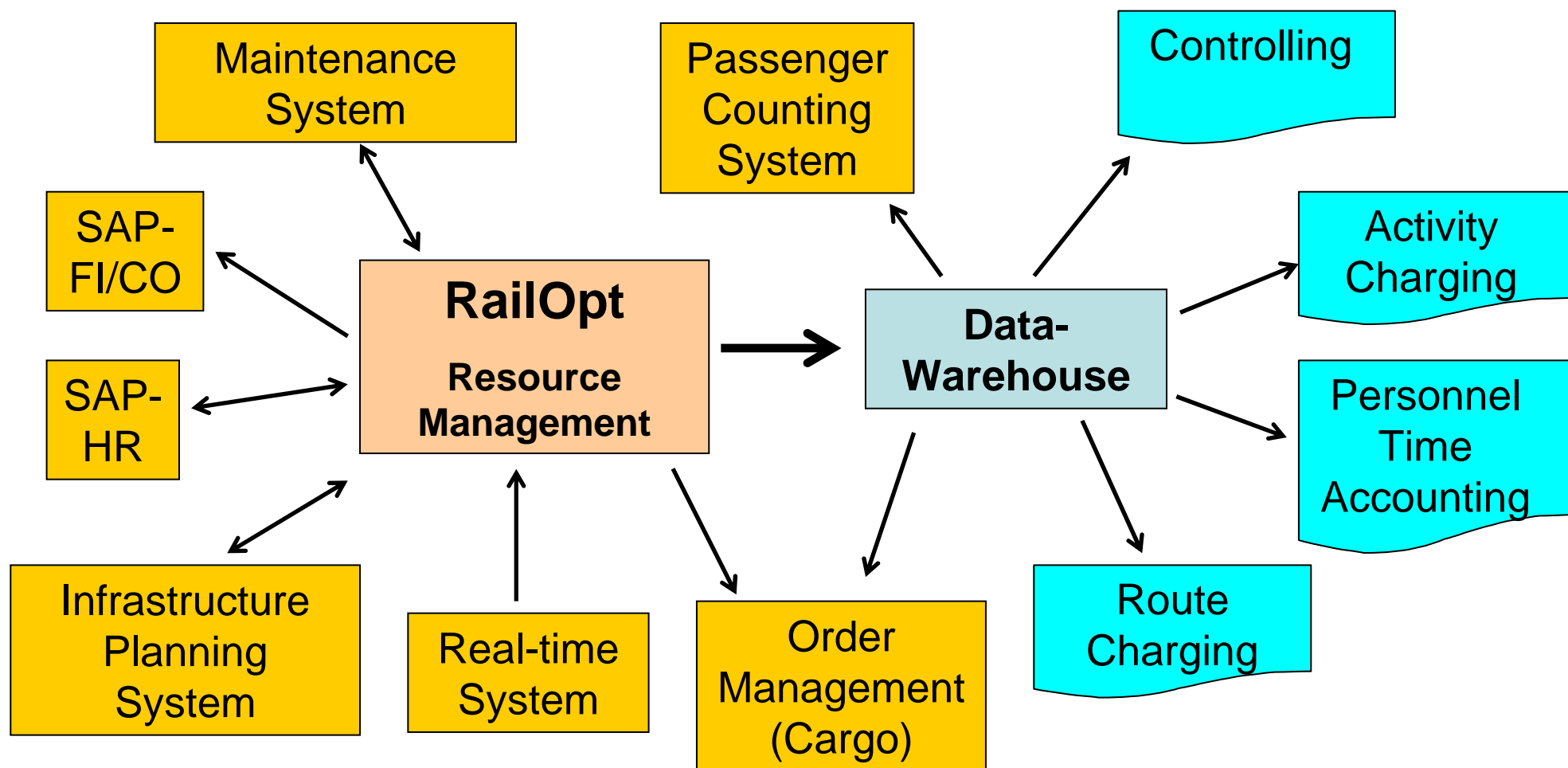
### ③ „Granularity“ of Vehicle Activities



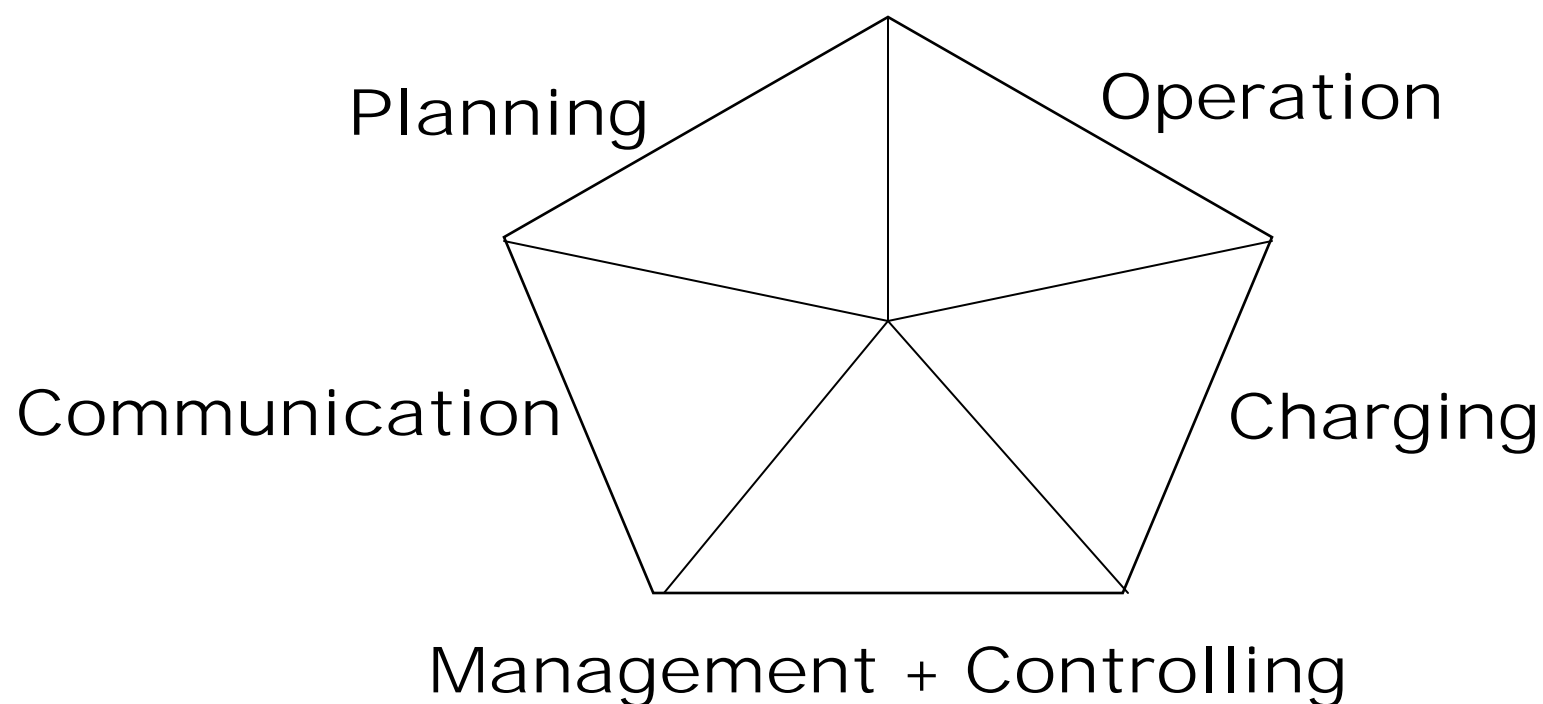
### 3 „Granularity“ of Vehicle Activities



## 4 Network of Systems



⑤ Areas facing growing demands:



## 5 Growing demands

### Planning

- Complete check of the 40 Work-time rules.
- Decision support through hybrid optimisation

### Operation

- Vehicles are taken in / out
- service in „real-time“

### Communication

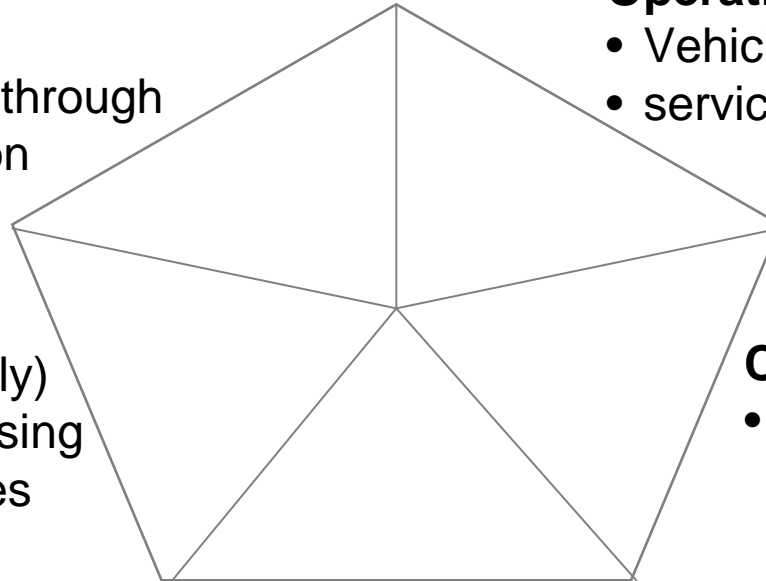
- RailCom – up-to-date (daily) information from drivers using stationary + mobile devices
- Service updates
- Train – brake rows
- Service time table
- (speed restrictions, etc.)

### Charging

- Correct daily charging

### Management + Controlling

- Product calculation of trains
- Debicode system



## Success with RailOpt

- Reduction of the planning effort by 30%
- Improved use of rolling stock by 10%
- Increased personnel productivity by 15%
- Optimisation of vehicle acquirement
- Reduction of maintenance effort due to transparent planning
- Reduction of Reserves by 15%
- Cost-transparency
- Better Management Decisions

# Outlook

Close the entire loop“ of our internal value chain:

- enhance communication to and from personnel (wireless extensions) with damage information from both, personnel and rolling stock
- tighten the link between planning and workshops
- increase preventive maintenance abilities

With these activities we will have achieved a full economic transparency of our core business!