



## FOT-Net 6<sup>th</sup> Stakeholders workshop

### FOTsis Exploitation Plan

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## Industry perspective:

- ✓ *Uniformity in ITS systems to be installed on roads → budget implications*
- ✓ *Definition of each stakeholder's responsibility to service quality*
- ✓ *Establish business rules*

## Policy making perspective:

- ✓ *Definition of authorities support to deployment*
- ✓ *Development of regulations of infrastructure promoters*
- ✓ *Public knowledge. Public afraid ITS deployment will bring more control and enforcement  
→ Dissemination / Publicity*
- ✓ *Completion of International Standards*

**Objective: Quick implementation in all EU countries**

### Infrastructure needs:

- ✓ *FOTsis focused on infrastructure and road operation: complementary to existing clusters/FOTs mainly focused on vehicles*
- ✓ *The infrastructure need to be adapted to cooperative services requirements*
- ✓ *Road infrastructure management systems need to be tested (FOT) and integrated into the common European Communication Architecture for service provision*

### Infrastructure operators needs:

- ✓ *Infrastructure operators would benefit from cooperative services*
- ✓ *Safer, more intelligent and more sustainable road operation*
- ✓ *Business models to address Cooperative Services deployment*

### Cooperative Services needs:

- ✓ *FOTsis Services do not have complementary services in the market*
- ✓ *Cooperative services need to be tested (FOT)*
- ✓ *Actions to promote cooperative services deployment*

### Users:

- ✓ *Safer and more sustainable driving*
- ✓ *Less congested roads*
- ✓ *New, useful and practical services*

### ITS systems:

- ✓ *Standardisation*
- ✓ *New equipment and requirements*
- ✓ *Simplicity of use*

### Infrastructure:

- ✓ *Safer, more intelligent and more sustainable road operation*
- ✓ *New infrastructure equipment (RSE)*
- ✓ *New infrastructure management systems*

### Policy-making:

- ✓ *Improvement in mobility: less congestion and optimal speed*
- ✓ *Improvement in safety: less accidents and decrease severity*
- ✓ *Interoperability: one big environment less expensive*

### Other stakeholders:

- ✓ *Authorities: aware-raising on developments*
- ✓ *Service providers: new market*
- ✓ *Telecom operators: new market*
- ✓ *ITS providers: new market*
- ✓ *Vehicle industry: new market*

- ✓ *Better use of weather and geopositioning info towards optimising traffic management and safety*
- ✓ *Business models*

Who are the final or potential users or beneficiaries of the project's outcomes?

Infrastructure operators

Drivers/Users

Authorities

Service providers

ITS providers

Telecom operators

Vehicle industry

Freight operators

And so on...

## Industry exploitation:

- ✓ *Preliminary Business Models: Theoretical business models emerging from FOTsis Services*
- ✓ *Best practises and success factors → Recommendations for actions and Deployment process*
- ✓ *Implications for transport system: Review overall implications to stakeholders of a full-scale deployment of FOTsis Services: industrial, regulatory and market environment*
- ✓ *Final Business Cases: market potential, C/B analysis, user's acceptance*

## Dissemination:

- ✓ *Create awareness of FOTsis activities and recommendations*
- ✓ *Industry, government and other stakeholders → Strategy to foster deployment*

## FOTsis Club:

- ✓ *Stakeholder Forum to secure an adequate dissemination and exploitation of results: adequate user clustering, user awareness and stakeholders consultation*

## Liaison / Cooperation:

- ✓ *Cooperation with other EU initiatives on Cooperative Systems*
- ✓ *Join standardisation WGs and ITS-related WGs*



## European Field Operational Test on Safe, Intelligent and Sustainable Highway Operation

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Thank you for your attention!

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