



## Integrated and Smart Travel: Innovation Partnership Procurement

**Scrutiny Committee  
Wednesday 28<sup>th</sup> October 2020**





## Context of this procurement

In 2018, TfN began a procurement to source a multi-operator, multi-modal account-based travel system. The rationale was that the public sector would address 'market failure' to deliver seamless multi-modal, multi-operator ticketing by pump-priming a multi-operator scheme, through injection of capital and some initial opex.

The procurement was withdrawn in January 2020 as TfN were unable to ascertain whether enough operators were committed to join the scheme in order to deliver a sustainable longer-term operating model.

TfN and its partners still maintain the vision for multi-modal, multi-operator seamless travel, and are seeking a different delivery approach.

Any new scheme, product or service needs to be cognisant of the issues faced previously: i.e. any additional transaction cost to transport operators; business disruption and additional cost of moving from a recently adopted and embedded business wide solution; likelihood that passenger numbers offset any additional costs.





## Procurement route

The IST team has explored innovation procurement routes and believe that a Regulation 31 procedure is best suited.



The purpose of the Regulation 31 procedure is to allow for the public and private sector to establish partnerships with the aim of developing an innovation solution. The contracting authority sets out what it wants to solve and then works with partners to develop innovation solutions.

TfN must identify the need for an innovative product, service or works that cannot be met by purchasing product, service or works from the market.

It allows TfN to establish Innovation Partnerships with one partner or several partners conducting R&D activities to gain the 'best' possible solution.



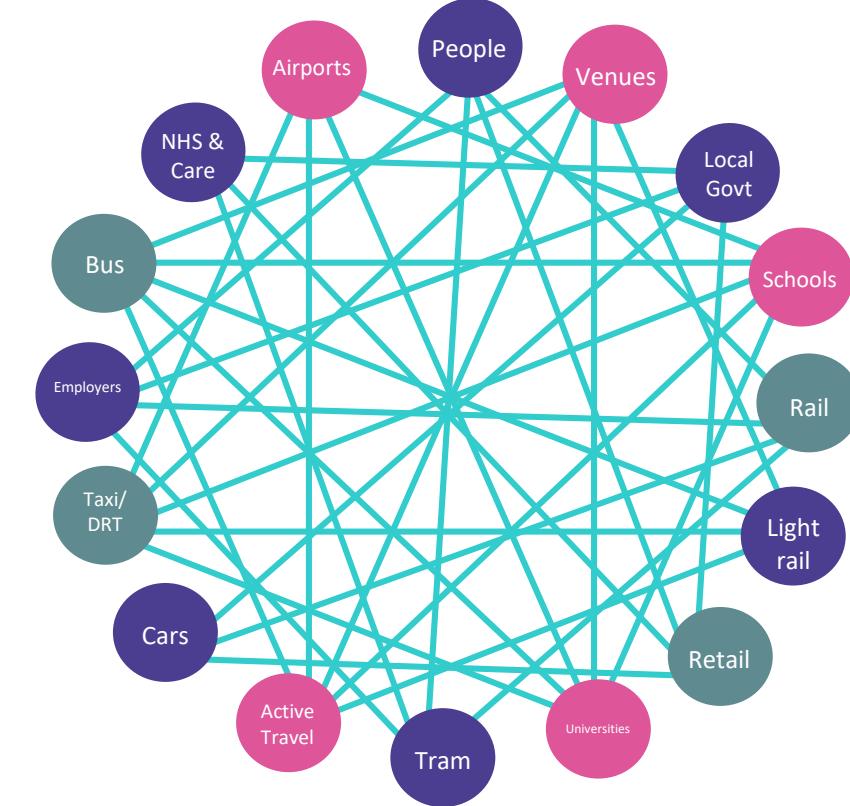
# Proposed Challenge Statement

**“Digitally connect transport actors to enable incentivisation of greener, shared and active mobility across the North of England”**

What problem are we trying to solve with this challenge statement?

**Absence of capability to provide incentives\* for travellers to use shared, green and / or active modes of travel for multi-modal and / or multi-operator journeys across the North of England.**

*\* In this context “incentive” means a benefit provided to a traveller. This could include but is not limited to a financial benefit, time saving, accessibility benefit, or other “in kind” benefit.*





# Progress

Market Sounding Questionnaire carried out w/c 5th October. Findings validated approach and allowed refinement of procurement documentation.

Following assurance, 'Go/No-Go' point at IST Programme Board on 15<sup>th</sup> October – agreed to start the procurement.

Procurement launched Monday 19<sup>th</sup> October.

Future dates:

Expressions of interest received: 18<sup>th</sup> November 2020

Round One 'pitch days': 21<sup>st</sup> /22<sup>nd</sup> December 2020

Round Two R&D phase: Jan – March 2021





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