CHANGE TO HYBRID TO BOOST PERFORMANCE
TNP IN BRIEF
TNP is the first independent and hybrid consulting firm, expert in improving performance.

**TNP Figures**
- Company funded in 2007
- 350 consultants
- 50 million of euros (revenue)
- 3% of revenue invested in R&D
- 8% of revenue from international markets

**Our DNA**
- Multi-specialist business - technologies
- Strong teams seniority & partners engagement on missions
- Tangible and measured result-oriented, fixed-price commitment (80% of assignments) on business results (20% in earnings sharing)

**Our Offices**
- Paris
- Marseille
- Algiers
- Cochin
- Geneva
- Luxembourg

Permanent ecosystem of innovation with prototyping, industrialization and incubation capacity thanks to Gate 31, our start-up accelerator.
TNP Analytics aims to drive its customers from raw data ownership to data driven decisions.

TNP Analytics blends:
- **IT SKILLS**
- **ANALYTIC SKILLS**
- **BUSINESS SKILLS**
- **UX & TOOL SKILLS**
The service platform project has the ambition to allow actors to improve **lead-times** and **reduce costs** through a **more efficient construction** and certification process.

**TNP’S JOB**
- Dematerialization
- Identification of the processes to improve
- Development of the platform
- Change management

**SOME POSSIBLE BENEFITS**
- **Increased Safety**
- **Reduced Administrative Costs**
- **Reduced Processing Time**
- **Improved Access**
TNP was selected to help steer the SIPH transformation project.

- Produce schedules
- Manage the various graphic capacity displays
- Control capacity production
- Manage the infrastructure repository
- Manage simultaneous workflows

SNCF Réseau CEO agreed to launch production in July
SNCF Gares et Connexions optimizes the maintenance and exploitation of its 3000 train stations in France by redesigning the business processes and implementing a unique web and mobile application.

- Know the assets
- Manage the activity
- Facilitate the interventions
- Control relations with the clients
- Encourage innovation

**WP**

- Program management
- Functional definition of the operations management solution
- Change and deployment support
- Recovery of business data

**WINS**

- **Deployment in 3000 train station until the end of 2018**
- **6000 users impacted**
- Complete redesign of the maintenance and site service processes
- Set up of a mobile application for the station agents
- Implementation of innovative technologies: IoT and IBM
OUR TRANSPORT REFERENCES

- Strategic repositioning and growth plan
- Corporate competitiveness plan in France: redesign of workflow plans and modal strategy, optimization of transport plans and tours, shared services
- Drastic reduction of spare parts stocks in Europe

BOMBARDIER

- Improved operational efficiency via new Information System
- Digitalization of maintenance and technological innovations
- Lean IT and Lean management to improve business KPIs, reduce cycle times and incidents

ALSTOM

- Implementing a multimodal solution (quick wins, core solution)
- Management of the portfolio of requests on the Booking & Documentation tool
- Audit of operational solutions in place (DDS / Internal Development) and target solution recommendation
- Definition of a Core Model, Support for Global Deployments of the New TMS CargoWise One Group

CMA CGM

CMA CGM LOG
CLICK2RAIL
BACKGROUND

DIGITAL MARKETING & EMERGING TRENDS

MUTUALIZATION

LOW FREIGHT RAILWAY TURNOVER

WHAT CAN WE DO?
BACKGROUND

Open

DIGITAL MARKETING & EMERGING TRENDS

COMPUTERIZATION OF BUSINESS PROCESSES

MUTUALIZATION

VIGOROUS IMPLEMENTATION AND USE OF MOBILE APPLICATIONS

LOW FREIGHT RAILWAY TURNOVER

INCREASED POPULARITY OF ONLINE AGGREGATORS
LOW FREIGHT RAILWAY TURNOVER

DIGITAL MARKETING & EMERGING TRENDS

MUTUALIZATION

BACKGROUND

Share

SHARING:
- Production Capacities
- Workforce
- Information
- Mutual Shareholding

PLATFORMING:
- Modular Rolling Stock Manufacturing
- Unified Components
- CRM Tools

INTEGRATING:
- Common UIC Values
- Institutional Databases
- Mutual Customers
- Mutual Benefits
BACKGROUND

Connect

DIGITAL MARKETING & EMERGING TRENDS

MUTUALIZATION

LACK OF EFFICIENCY AND RENTABILITY IN EUROPE-ASIA CONTAINER RAILWAY SHIPPING

1 000 TRAINS PER YEAR

2 600 TRAINS PER YEAR

LOW FREIGHT RAILWAY TURNOVER
BENCHMARK

Key Success Factors of Transport Digital Revolution

**SERVICE**
- Real-time location, human customer care & online administration of all bookings

**PROCESS**
- Competitive options: $\$, time, mode of transport, carriers

**EXPERIENCE**
- Placing a booking as easy as a flight

**CHARACTERISTICS**
- Transparency (complete overview of all costs, information on exact status of shipment)

**PAYMENT**
- Credit Card, ACH, Wire Transfer & fast
THE IDEA

Mechanics

TO PROVIDE FORWARDERS AND WESTERN EUROPE RAILWAY OPERATORS WITH IT SOLUTION HELPING THEM TO SHARE UNUSED SPACE AND TO REDUCE THE COST OF FITTING PLATFORM OR BLOCK TRAIN.
THE SOLUTION

Payload

DIGITAL PARTICIPATIVE PLATFORM FOR FREIGHTS

CREATION OF A UNIQUE ELECTRONIC SYSTEM THAT WILL ENABLE TO COMBINE CONTAINERS OF DIFFERENT EXPORTERS ON THE SAME FITTING PLATFORM
THE SOLUTION

INTERMEDIATION BETWEEN OFFER & DEMAND

RAILWAY SLOTS AVAILABILITY DASHBOARD

EUROPEAN RAILWAY OPERATORS
- TO FILL EMPTY TRAINS
- TO CAPTURE ROAD AND SEA TRANSPORTATION MARKETS

FREIGHT FORWARDERS
- TO GET MARKET VISIBILITY
- TO INCREASE PERFORMANCE
THE PROJECT
Further development

PRODUCTION OF DIGITAL PARTICIPATIVE PLATFORMS

CLICK2RAIL.COM
DIGITAL PLATFORM DESIGNED FOR RAILWAY OPERATORS, CARGO CONSIGNORS & CONSIGNEES
(UNIFICATION OF RAIL CAPACITIES)

INTEGRAMODAL.COM
PROVIDING INTERCONNECTIVITY WITH ALL OTHER PLATFORMS - ROAD, PORTS, SHIPPING COMPANIES

CARGODINAMIK.A.COM
USE OF BIG DATA ANALYSIS TO PREDICT THE CARGO FLOWS WORLDWIDE
# THE PROJECT

## Our contribution

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<thead>
<tr>
<th>TIME</th>
<th>PRICE</th>
<th>QUANTITY</th>
<th>CO2 EMISSION</th>
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CLICK2RAIL

JUST CLICK TO YOUR EFFICIENCY
ACCELERATE YOUR PERFORMANCE