Proofs of Concept Projects

Their Importance and Value

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Accenture's History in Transportation



Navitaire

International ticketing for 400 million passengers across 100 Airline, Rail and Bus Organizations



RENFE

National mobile ticketing service for Spanish Rail



PRESTO

First multi-agency, multi-vendor, open payments eTicketing for rail and bus.



NY MTA

Integrated Business Services
Center serving all MTA agencies



OV-Chipkaart

First nation-wide eTicketing for rail and bus in The Netherlands. 7 million transactions a day, 12 million cards



Via Verde

National clearinghouse and account service for tolling, parking, and historic sites in Portugal



Czech HGV

National tolling revenue, asset and retail management for Czech Republic



Illinois Tollway

Clearinghouse, account service, and data broker for statewide tolling



Interloc Solutions – 100% Maximo

- 100% dedicated to IBM Maximo OEM, Reseller, Implementation
- IBM Premier Partner Gold Technical Accreditation across North America (US & Canada)
 - o IBM certified employees with hundreds of combined years of Maximo expertise
- Long-term experience with large Transportation industry Maximo implementations
- Mobile Informer mobility platform dedicated to Maximo
- Internationally hosted and managed services
- Community involvement
 - CanMUG, GOMaximo, MUWG,
 - Tivoli User Community



The EAM Journey?

- The EAM Journey can be a Loooong journey Leadership often asks "When will you be done"
- When on the Journey There are cost and cultural constraints limiting the number of concurrent projects
- To address the regular stream of new regulations and evolving operational requirements, the EAM Journey is often adjusted
- New EAM projects need time to resolve the gap between written requirements, what is to be delivered and the customer's expectation – too often too late...
- One option to new requirements on the EAM Journey is to use a Proof of Concept project as a first step



What *Is* a Proof of Concept?

- An operational example of a solution
- Proves the viability of the approach
- Defines and clarifies assumptions
- Concentrates on key areas
- Marketing for internal support
- Helps user buy-in from first principles
- Proving the point but as a 'throwaway' investment that may not be included in the final version
- Main Deliverable is to answer the question 'Can this be done'?





What is a Proof of Concept *NOT*?

- A production pilot
 - Pilots are pre-production verification exercises of completed solutions
 - Pilots confirm functionality to users
- The final version of the solution
 - Used to show potential solutions
 - Build support for the program at the conceptual stage, even before requirements



The Value of a Proof of Concept

With a POC:

- Program sponsors see and support the approach
- Executives can estimate and justify program costs and investments
- Confidence builds in the delivery process

Without a POC:

- The solution can be 'nebulous' and hard to envision
- There is much less confidence in the outcome
- Estimations and justifications can vary widely



Differences Between a POC and a Standard Project

Activity	Proof of Concept Project	Standard Project	
Unproven Concepts	Allowed	Not Allowed	
Detailed Requirements	Draft	Auditable	
Execution Time	Minimal	Standard	
Budget Definition	Minimal	Standard	
Documentation	Limited	Comprehensive	
Project Process	Nimble	Rigid	
Production Ready	No	Yes	
Experimentation	Expected	Limited	

Differences Between POC and a Standard Project

Activity	Proof of Concept Project	Standard Project	
Licenses Purchase	Trial	Full	
User Base	<20	Full	
Support Model	Limited	Full	
Change Control	Limited	Full	
Time to Value	Short	Medium to Long	
Assumed Risk	Limited	Full	

An Example POC Project



Electronic Joint Switch Inspection – Using Mobile Devices



Metropolitan Transit Authority (MTA) POC



The Metropolitan Transportation Authority (MTA) is North America's largest transportation network, serving a population of 15.1 million people in the 5,000-square-mile area fanning out from New York City through Long Island, southeastern New York State, and Connecticut.

The MTA consists of:

New York City Transit
MTA Bus
Metro-North Railroad
Long Island Rail Road
Bridges & Tunnels
Capital Construction



MTA Assets





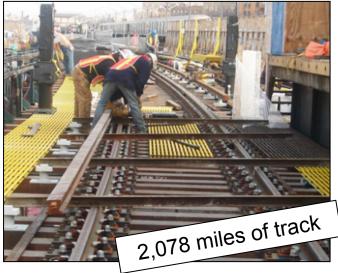
- 350 power substations
- 1,322 miles of 3rd rail
- 291 pump rooms, etc...







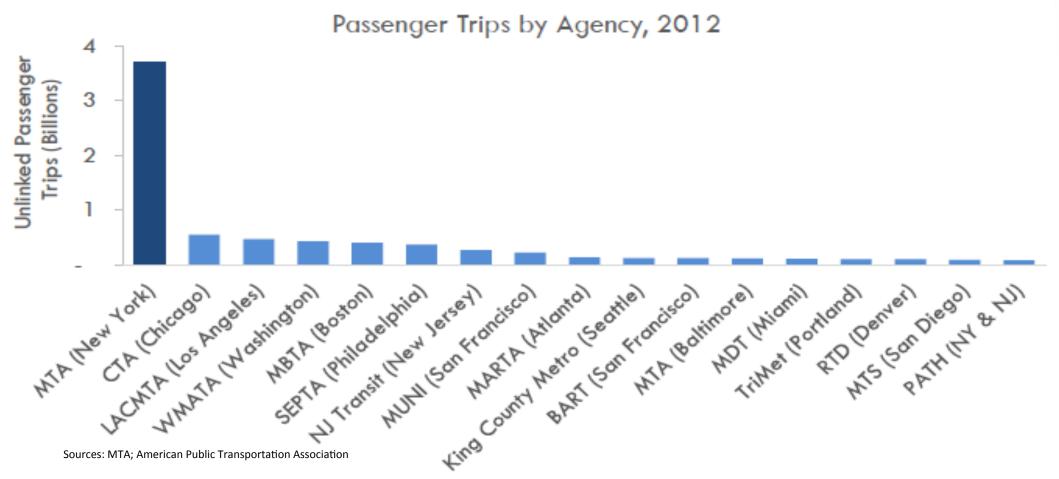






MTA Transit Ridership

Just for the record ☺
MTA transit ridership exceeds the next 16 US transit networks ... **Combined**

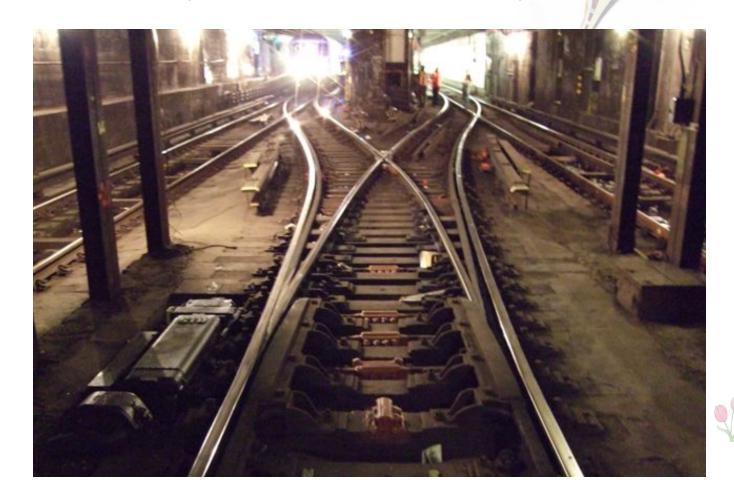


Concourse POC – Technology Demonstration

Joint Switch Inspection POC with Enterprise CMMS – Mobility and GIS

There are over 2,600 switches in the NYCT Subway System.

Every month Track & Signals employees jointly inspect all mainline switches.



Pilot vs POC

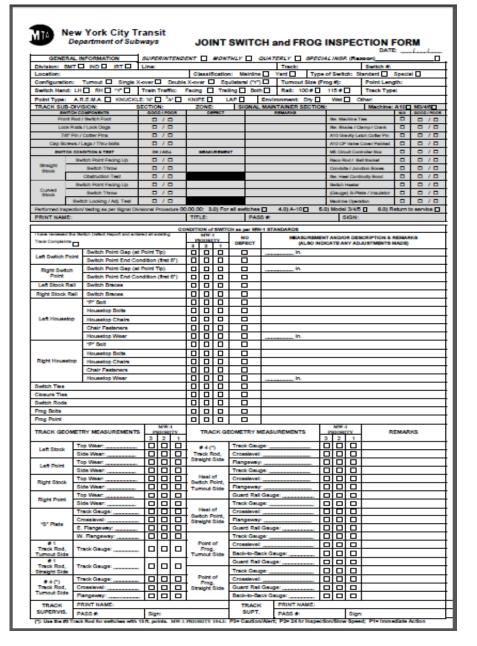
What is a Proof of Concept (POC)?

A Proof of Concept project demonstrates tangible examples to support the transition of ideas into definitive objectives. A POC is not a pilot for a pre-production product.

[We differentiate this to point out that the delivery timeframe and methods followed were simplified by the Plenipotentiary © --- Liberties were taken in the POC that would not be allowed in a Pilot/Production project.]



Project Concepts Explored

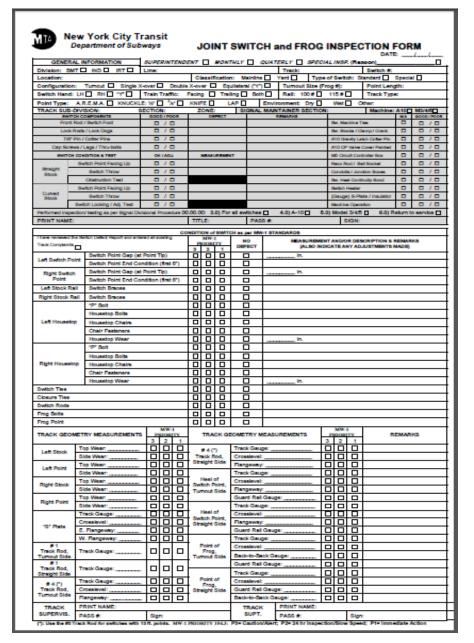


Why did we do this POC?

- Multiple disciplines (Track & Signals)
- The lifecycle of the 4 part carbon copy forms was difficult to manage
- Illegible handwriting
- Access to compliance records was difficult and time consuming
- 86 data points collected limited analysis
- Desire to visualize clusters of work/defects
- Mature mobility doesn't exist in a disconnected environment at NYCT
- Hundreds of silo systems exist. The concept of an Enterprise CMMS was difficult to envision.



Customer Requests



Have you heard this before?

Can you just turn this into web page?

Can you put this form on my iPad?

Can't you automate some of this data entry?

I have a friend who writes apps. This should be easy.



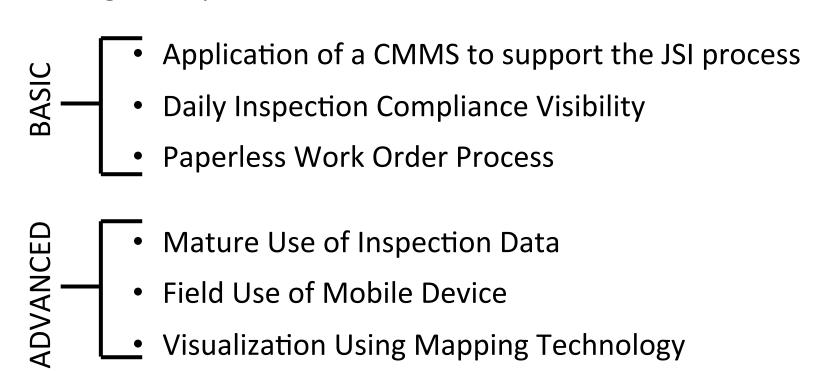
Project Phases



JOINT SWITCH and FROG INSPECTION FORM

GENERAL INFORMATION	SUPERINTENDENT M	MONTHLY QUATE	ERLY SPECIAL INSP. (Rea	ason)	
Division: BMT IND IRT	Line:		Track:	Switch #:	
Location:					
Configuration: Turnout Single	K-over Double X-over	Equilateral ("Y")	Turnout Size (Frog #):	Point Length:	
Switch Hand: LH ☐ RH ☐ "Y" ☐	Train Traffic: Facing 🗌	Trailing Both	Rail: 100# 115#	Track Type:	
Point Type: A.R.E.M.A. KNUCKLE: ½" 3/8" KNIFE LAP Environment: Dry Wet Other:					
TRACK SUB-DIVISION:	SECTION: ZONE:	SIGNAL MAIN	TAINER SECTION:	Machine: A10 ☐ M3/4/5 ☐	

The following concepts were demonstrated within the NYCT MOW:

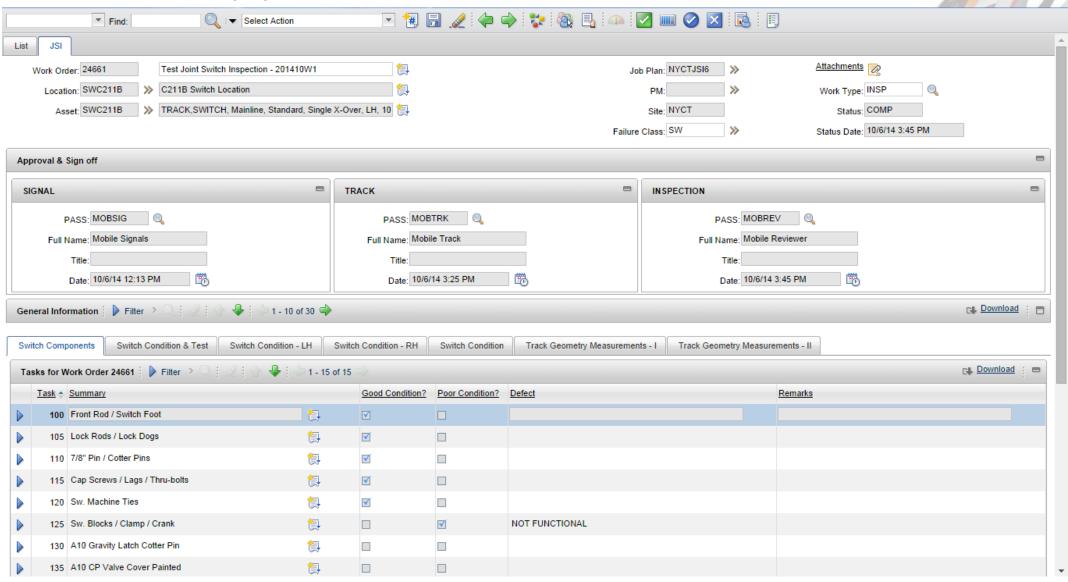


Project Challenges

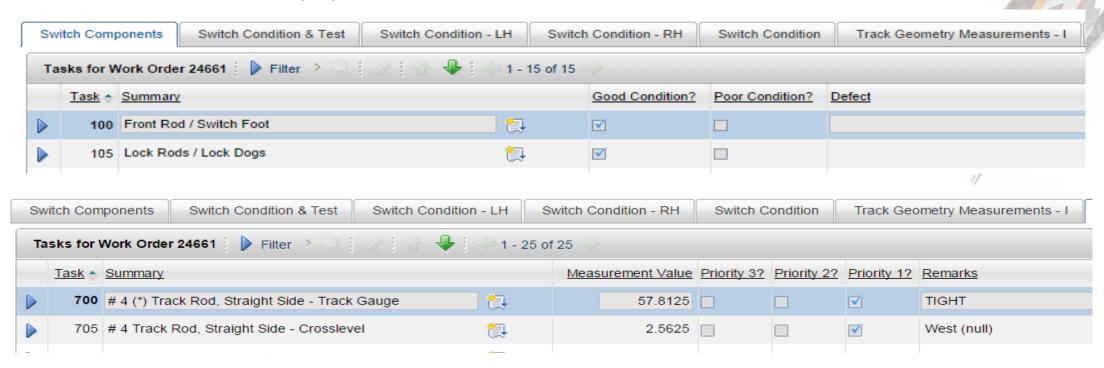
- NYCT had not selected an EAM system
- NYCT did not have a mobility standard
- Project sponsors were seeking a better understanding of EAM
- Expectations were not clearly defined in advance we recognize this as part of the journey
- This kind of project had never been done before



Custom JSI Application



Custom JSI Application

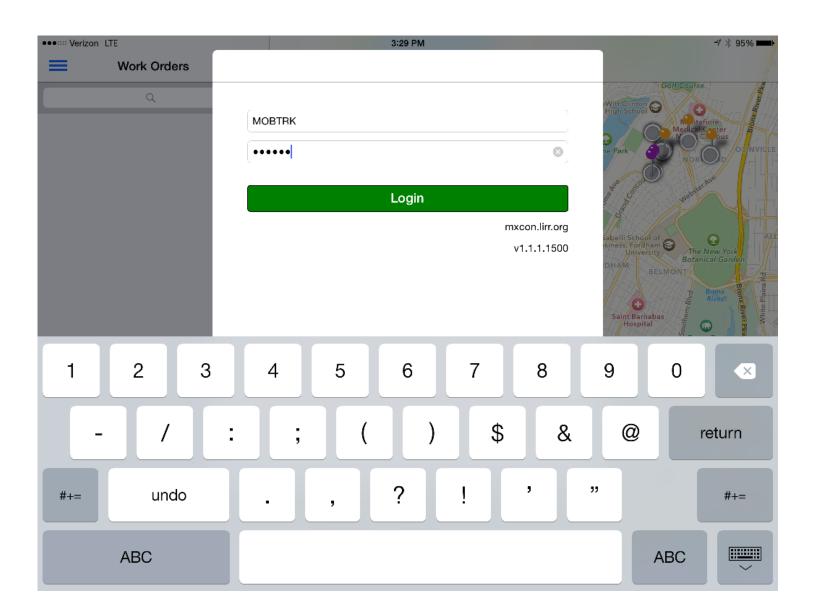


- Tabbed sections to match form sections
- Automated selection of checkboxes based on MW-1 requirements
- Custom BIRT report to print form for compliance on demand
- Comments for every task
- Meters on every task



Core Maximo Changes







JSI POC DEMO



User Experience

Can we do our attendance and bulletins on this?

l've been waiting my whole career for this.



Why would you go pilot somewhere else?

If you make our work easier, we will love new technology.



Please don't let this be another initiative that comes and goes.





Accomplishments

- Multi-Agency Partnership (NYCT, LIRR, MTA IT)
- Chief Maintenance Council for guidance
- Input from stakeholders at all levels from Signal Maintainer to Track Supervisor/ Superintendent to Chief Officers & VP, MOW
- Proved Field Personnel could use and accept mobile solutions
- Started on journey to paperless process and concept is well received



In Summary

The JSI POC Was Very Valuable for NYCT!

Perhaps – Your Next EAM Requirement Should Be Demonstrated Using A Proof of Concept Project?



Questions?





