



Potential EETS Provider's Point of View

Comments and questions

Regional example (France-Spain)



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Potential EETS Provider Point of View Comments and questions

1. EETS has been mainly defined by the Member States and except the Toll Chargers, the opinion of the other stakeholders has not been enough taken into account
2. Potential EETS Provider must invest and will bear most of the risks
 - Certified equipments (tested in all Toll Domains)
 - EETS technical architecture (IT back office...)
 - Guarantees
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3. Is there a real market for EETS as it is defined?
 - Is it possible for an EETS Provider to cover all the Toll Domains in 2 years?
Is it really necessary?
 - Is there a relevant number of customers travelling across more than 4-5 countries?
 - EETS Provider revenues mainly are: fee received from Toll Charger plus fee charged to the customer
 - Will the Toll Charger pay more for an EETS transaction than for a “local” transaction?
 - Customers are interested in one device for all Europe, but will they pay more for it?
 - Is there any room for regional solutions (3-4-5 countries)?



Potential EP Point of View

Regional example (France-Spain)

- TIS PL: DSRC French system for vehicles > 3,5 Tn
- VIA T: DSRC Spanish system for all vehicles
- Solution for both countries. One OBE recorded with two contracts: VIA T (EID=1) and TIS PL (EID=2). It represents one device, one contract and one invoice (per country)
- In parallel there are interoperability tests between ACESA (part of the network from Border to near Barcelona) and ASF (DRE Languedoc Rousillon)
- Experiences since May 2009
 - Most of the actors (issuers, distributors, agents...) are commercialising the device: there is a real commercial interest of the customer.
 - It represents a clear benefit for the customers (they do not have to change the device at the border), they receive one invoice per country to recover VAT and one bank direct debit
 - Customers are willing to change their national solutions for this device, but exclusively if all the costs involved (fee charged...) are the same than with the national solution
 - Transport companies are interested in EETS solutions if it helps (one device is comfortable) but mainly if it does not represent an increase of cost from the present situation. In the present economical crisis only cost effective Transport Companies will survive