



evolving[®]

PUTTING YOU IN CONTROL

evolvi[®]
Rail Systems

Introducing Evolvi Rail Systems

Evolvi Rail Systems provides the EvolviNG system to 180 ATOC licenced travel management company (TMC) retailers within the UK. Since the platform was brought to market 10 years ago, the business has grown year-on-year and today is the clear market leader in the online rail corporate TMC sector.

With over 1 million registered users, 85% of all bookings are self-booked online, which affirms that the system is not only easy to use but intuitive in helping the booker make discerning and cost effective purchasing choices within a policy-driven framework.

Part of the Capita Group Plc, Evolvi Rail Systems has the strength and financial stability of a FTSE 100 company behind it.

Designed by business travel professionals, EvolviNG meets the specific requirements of the professional business travel community, demonstrating leadership in a number of areas, including:

- Travel policy compliance
- Sophisticated MI Data Capture and Reporting
- Multi-Channel Booking and Fulfilment



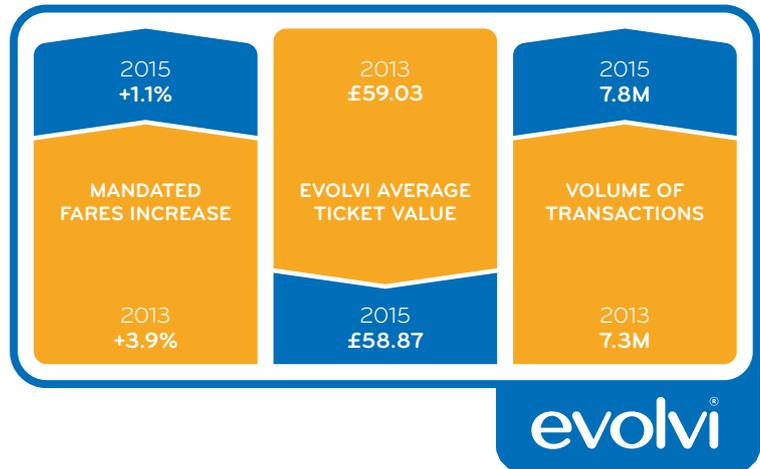
What sets EvolviNG apart?

EvolviNG enjoys a unique relationship with the travel management company (TMC) community. The online rail booking and fulfilment platform, developed in 2005, is available only to TMCs and their corporate clients.

This commitment to supporting business travel specialists delivers a unique bond of trust unrivalled in the corporate rail market. It is the reason why Evolvi is the clear market leader – our TMC customers understand that we focus only on meeting their needs and those of their clients because we do not deal directly with corporates.

In 2015, this commitment helped TMCs use the Evolvi platform to deliver over 7.8 million rail transactions to more than 22,000 private and public sector organisations and 1m+ registered users, all of whom benefited from booking rail travel within a flexible, policy-managed environment.

As a result, Average Ticket Values paid by Evolvi TMC business travellers have regularly outstripped the year-on-year increases imposed by government and implemented by Train Operating Companies. For example, users of the system paid £58.87 as an average ticket value in the last 12 months, compared to £59.03 in 2013, despite headline increases in rail fares. This is a testament to the effective use of increasingly sophisticated compliance tools embedded within the Evolvi system.



Who we work with

Most ATOC licenced TMCs in the UK choose EvolviNG to power rail booking and fulfilment services on behalf of their clients. It is also the preferred system for the majority of the top rail producing TMCs.

We work exclusively with the TMC sector - so when you partner with Evolvi Rail Systems, you can trust us to put your interests first. That's because we focus single-mindedly on delivering a market-leading rail booking and fulfilment service that's dedicated to the support of the TMC community.

So if you want an online rail partner offering best-in-class functionality and complete commitment to your business, choose EvolviNG...the intelligent service exclusively available to TMCs and their corporate clients.

Our service commitments

For over 10 years, Evolvi has led the way in adding value to TMCs through a range of innovations that have enabled corporate entities to optimise their travel budgets by shaping their travel policies to meet the needs of their businesses and their employees.

Central to this is the provision by EvolviNG of the greatest number of rail booking and fulfilment options of any online rail provider, namely:



Walk up "Touch Screen" kiosk



Mobile booking



Walk up "Desk Top" printer with keyboard data entry



Mobile ticket fulfilment



Operator driven "Desk Top" Self-Booking



Plain paper ticket issue



Ticket issue via Ticket on Departure (TOD) network

Managing rail in a policy-driven environment

Each individual for whom booking access is provided is placed within a policy group that defines and controls their booking behaviour. The flexibility of the system means that a corporate client may implement multiple policies across its user community, or operate a single policy for all users. Differing policies can be set up and applied on a per corporate client basis by travel management companies.

TRAVEL POLICY COMPLIANCE

EvolviNG provides a comprehensive range of policy options when it comes to helping TMC clients implement travel management plans.

These include:

1. Deny access to First class travel completely to specific users
2. Mandate selection of lowest fare by rejecting non-compliant bookings
3. Mandate generation of fare exception report when lowest fare not selected
4. Identify declined savings on confirmation e-mail which can be sent to additional recipients beyond booker/traveller
5. Restrict access to First class by duration of journey
6. Allow access to First class if a lower fare than Standard is available
7. Restrict access to First class by duration of trip
8. Allow a limit to be set for a differential between First class and Standard class which if exceeded will deny First class

EvolviNG provides a "traffic light" indicator within its booking screen to inhibit a transaction or to affirm the selection of a chosen fare in line with policy parameters.

CONTINUOUS IMPROVEMENT

EvolviNG is continuously developing ahead of market expectations and over the last 10 years we have introduced innovative enhancements to meet the specific needs of our customers.

These features include:

- Cost centre validation and cost centre attribution
- Fare Add-on Panel (One click travelcards)
- TOD queues
- Outlook calendar feature
- Mobile booking and mobile ticketing apps
- Automated refunds and exchanges
- Profile integration
- Season Ticket calculator/sales/aftersales
- Self-Print (plain paper) ticketing
- Single Sign-on
- Carbon emissions reporting
- Dealt fares discounts
- Spyglass feature for validation lists
- Eurostar fares integration

The system also integrates pre-trip authorisation . This covers:

1. Approval - Cheapest fare not taken
2. Approval – Cost per order-item
3. Approval – Cost per traveller
4. Approval – Concept of journey
5. Approval – Out of Policy (fare exception reason selected)

Getting the MI you need

Policy-setting and the ability to attribute cost to specific customer reference fields ensures that Evolvi users receive Management Information that is tailored specifically to their needs and rich in the value it delivers to strategic decisions.

The system will allow for up to 10 custom reference fields to be captured per passenger on a booking. Field titles, format and validation can all be pre-configured - alternatively, valid cost centres may be linked and uploaded to provide displayable lists conditional upon the previous field. For example, a sub-set of cost centres can be set up that only applies to a specific department or work group.

Variations to client Cost Centre Data can be exchanged on a daily basis via SFTP file transfer, or as required.

Additionally, the MI data set captures distance travelled and reports associated CO2 emissions together with full details of booked journey, declined savings and fare exception reasons. The MI will also report on the take up of any "dealt" corporate fare associated with a particular route, and differentiates the fare basis codes of tickets to enable assessment of key ticket types purchased.

Travel managers are able to run reports for an entire organisation, whilst departmental managers can be restricted to their areas of responsibility. There is no limit to the number of users who can have access to the online MI, which is provided in real time and can be accessed on demand.

Multi-channel ticket fulfilment

EvolviNG offers the greatest number of booking and fulfilment options of any online rail platform.

Options include:

- Walk up "Touch Screen" kiosks, applicable to larger employers
- Walk up "Desk Top" printer with keyboard data entry, enabling localized printing via authorised print machines of approved 'open stock' tickets
- Operator driven "Desk Top" Self-Booking, providing user access to tickets in a policy-controlled environment
- Ticket issue via the national Ticket on Departure (TOD) network, enabling collection of tickets at railway stations in advance of travel
- Mobile booking app, enabling users to book journeys within defined policy constraints
- Mobile ticketing app, delivering mTicket functionality for Apple and Android devices
- Self-print plain paper tickets, for convenience and ease of travel

Web Services

Evolvi has a fully developed web services capability, and is integrated within a number of content aggregation Self Booking Tools and TMC portals. The sophistication of the API is industry leading and Evolvi is committed to matching GUI functionality with API content provision.

Customer support

Our dedicated Help Desk is staffed by industry experts who can assist TMCs in every aspect of system implementation and functionality.

We also hold regular user groups to receive feedback from the TMC community to inform our future development activity and planning.

Customers also benefit from our dedicated online customer area, where we regularly post information, videos, guidance and technical details to help enhance the value created for TMCs via the EvolviNG platform.

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What they say about EvolviNG

"At a corporate level, we are now able to attribute rail costs more easily to departmental budgets, and to collect and analyse management and financial data. The overall effect is to make our travel budget go further."

– England & Wales Cricket Board,
a client of Traveleads

"We have a very good relationship with Evolvi – they work very closely with us on implementing any changes we require, they share our enthusiasm for innovation and we work well on achieving common goals. Our business wouldn't be as effective as it is if we didn't have our partnership with Evolvi."

– Redfern Travel



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