



To

Author(s)

Copy to

Reference/-number

Date

5 April 2023

Attendees

Meeting date and time

15 February 2023,

Enclosure(s)

Date established

5 April 2023

Meeting location

Van der Valk, Schiphol

Subject

Table sessions MSP

MSP afternoon session: logistical concept break-out (25 minutes per session)

Presentation: Frederic Koeman (RDW) / Mark Birnage (Pels Rijcken)

General question: To what extent can the MSP ensure that it will be able to service 630.000 trucks in order to go live on 1/1/2026? And what would this take?

Input from participants:

- The production of chips and other components which contributes to the overall lead time of OBUs is currently longer than it used to be. Next to that there is uncertainty about the future developments regarding logistics and scarce goods needed. The estimated time for ordering of components and start of production could be (minimum) between 15 and 18 months, It should not be shorter than foreseen in the current planning.
- If the go-live date would be set at 1 July 2026, the time period would seem sufficient for ordering and producing OBU's.
- Beside this, the timeline is challenging because the MSP also needs to *deliver* the OBUs to its clients. That process could take about 3 months. Also there might be customers that want to become a client earlier, but a big number of users will wait until the starting date of VWH. This means a large ramp-up in distribution would be needed. This takes time.



- The assumed number of trucks (630.000) is too high, looking at surrounding countries and the growing market share of EETS. Also this number is high looking at the number of Dutch (~125.000) trucks whereas the rest of the trucks could be serviced by EETS-providers.
- The foreseen planning causes the production time of OBUs being too short to be able to produce and distribute OBUs for the high number of 630.000 trucks.
- The timeline for the tender is challenging. If your wish is to have the MSP ready at January 1, 2026 the planned activities would have to be shortened. The contract signing would have to be earlier than currently foreseen to reduce the risk of being too late (to go live in January 2026). Also a pilot-phase after go live could contribute to reduce the risk of a big bang.
- The separate tendering of the OBUs needed could also be considered. This way the contracting of OBU suppliers would be able to start earlier than foreseen in the current setup.
- The E-ticket could be a savior for the tight planning. Introduce E-tickets not only for defective OBUs, but also as a back-up in case not enough OBUs for every user would be available. This also allows to lower the assumed number of 630.000 trucks. 300.000 trucks to be serviced by the MSP is a more realistic number.
- E-tickets for defective OBUs only, is too narrowly defined because an OBU is expensive for occasional users, which could be a large number.
- Allowing a mobile phone as an alternative to the OBU could also be reliable. However, a mobile phone is complex and requires a special connection (Bluetooth) and it needs to be connected with the truck. Also the user-acceptance of a mobile solution, especially when DSRC is required as it is in The Netherlands, might be problematic. The E-ticket is therefore preferable as a fallback mechanism, in case of an OBU shortage.

Question: RDW wants to have sufficient comfort that the MSP will be ready on time to end the EV.

- **A condition could be that the MSP has to demonstrate that the amount of OBE which are needed for 50% (#315.000) of the target amount of trucks, are available for use on 1/4/25.**
→ To what extent can this be ensured?

Input from participants:

- The Eurovignette should be terminated later to gain time.
- During the tender (dialogue) a Proof of Concept (PoC) could be performed in order to be able to give more comfort to both the MSP and RDW to sure that the ordered OBUs by



the MSP will comply to the RDW's (technical) requirements. This could reduce the amount of time of the overall process of delivery of OBUs. However, the PoC needs to be financially compensated for the pre-selected parties by RDW,

- The number of 315.000 is too high with regard to the foreseen timeline (deadline 1/4/25) which indicates a too short period of production which is needed to be able to reach the target amount.
- Don't relate the moment of terminating the EV to the number of OBU's *only*, also to the realization of the back-office. 15 months for this is OK looking at the way it is done in other countries.

What could your timeline for realization of smart PoS look like and what could effect this?

Input from participants:

- This depends on the specs for the PoS and the amount of PoS.
- It also depends on the (specified) locations, where possible licenses might be needed, which could be time-consuming.

What could your timeline for realization of an e-ticketing system look like and what could effect this?

Input from participants:

- An E-ticket system will require around 4 to 6 months to be realized.