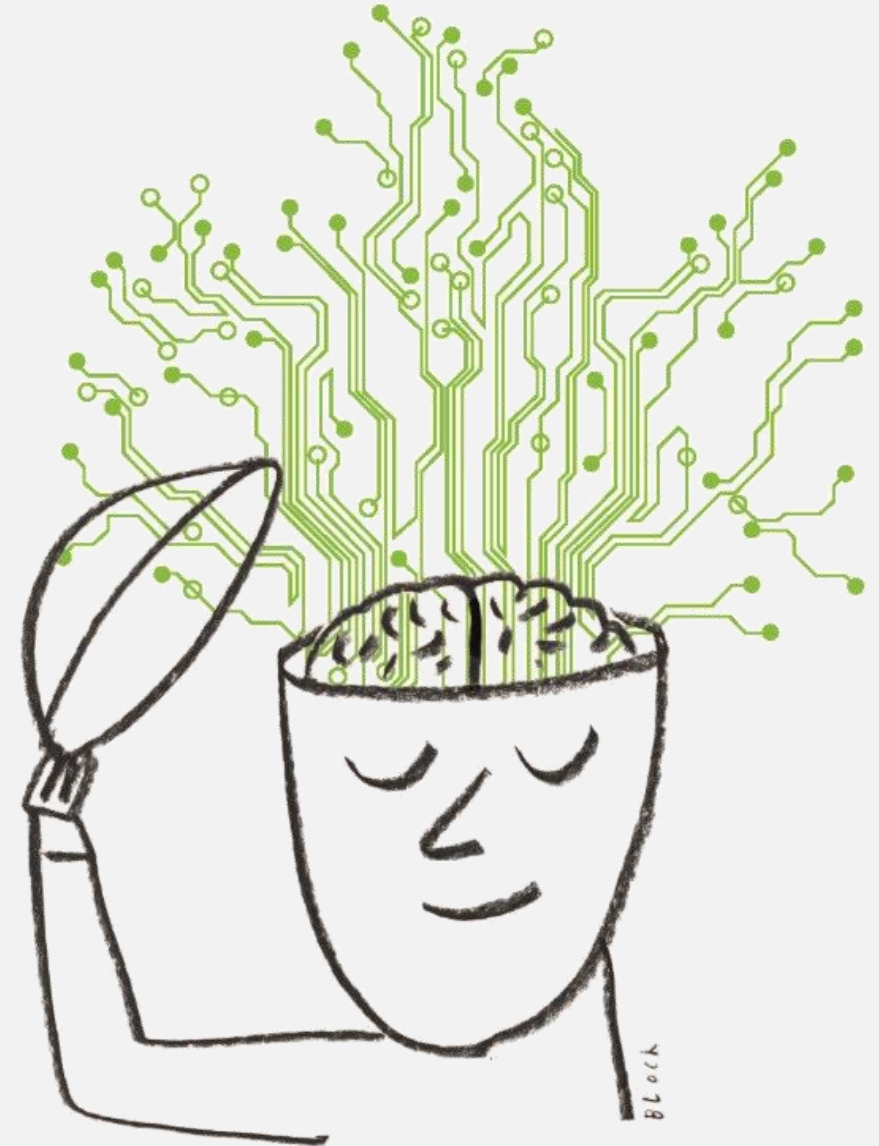


CHANGE TO HYBRID TO BOOST PERFORMANCE

TNP¹

ACCÉLÉRATEUR DE PERFORMANCE



TNP IN BRIEF

TNP IS THE FIRST INDEPENDENT AND HYBRID CONSULTING FIRM, EXPERT IN IMPROVING PERFORMANCE

TNP FIGURES

2007

Company funded

350

consultants

50

million of euros
(revenue)

3%

of revenue invested
in R&D

8%

of revenue from
international markets

OUR OFFICES

- Paris
- Marseille
- Algiers
- Cochin
- Geneva
- Luxembourg

OUR DNA



Multi-specialist **business - technologies**



Strong teams **seniority** & partners
engagement on missions



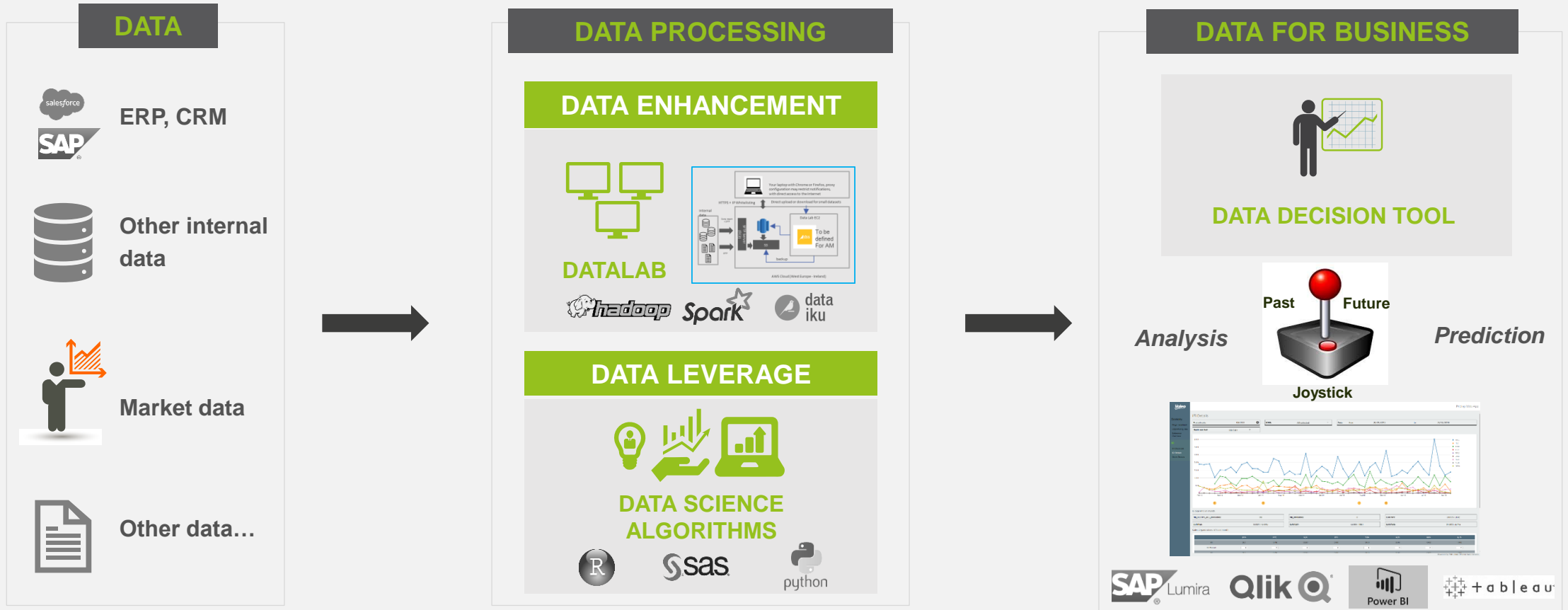
Tangible and measured **result-oriented**, fixed-
price commitment (80% of assignments) on
business results (20% in earnings sharing)



Permanent ecosystem of **innovation** with
prototyping, industrialization and incubation
capacity thanks to Gate 31, our **start-up
accelerator**

TNP ANALYTICS, DATA DRIVEN 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**

SERVICE PLATFORM AMBITIONS: BLOCKCHAIN AS POSSIBILITY

PERIMETER

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

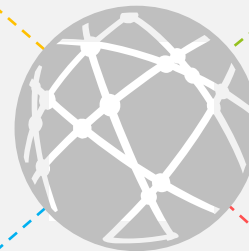


SOME
POSSIBLE
BENEFITS



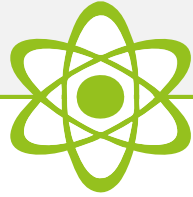
REDUCED
PROCESSING TIME

INCREASED
SAFETY



REDUCED
ADMINISTRATIVE COSTS

IMPROVED
ACCESS



PERIMETER

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



TNP'S JOB

- Setting up a Design Authority
- Iterative batch (W cycle)
- ERP Finance Mastery
- Change management

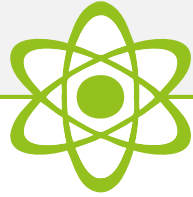
WINS



SNCF Réseau CEO agreed to launch production in July



SNCF – GARES ET CONNEXIONS



PERIMETER

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



TNP'S JOB

- 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

BOMBARDIER



- ▶ 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



- ▶ 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



- ▶ 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

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

BACKGROUND

Share



DIGITAL MARKETING &
EMERGING TRENDS



MUTUALIZATION



LOW FREIGHT RAILWAY
TURNOVER

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



LOW FREIGHT RAILWAY
TURNOVER

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

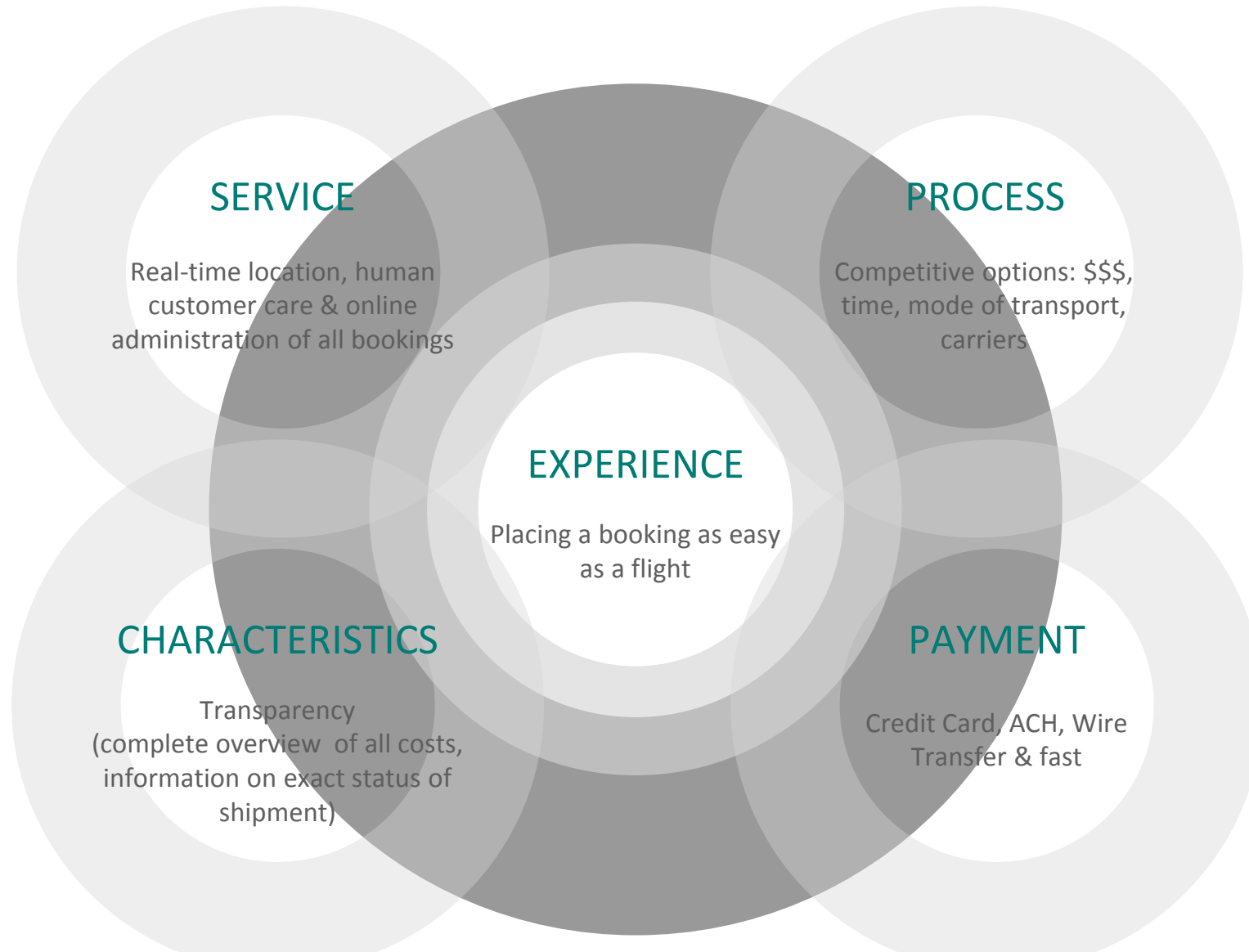
1 000
TRAINS PER YEAR



2 600
TRAINS PER YEAR

BENCHMARK

Key Success Factors of Transport Digital Revolution



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

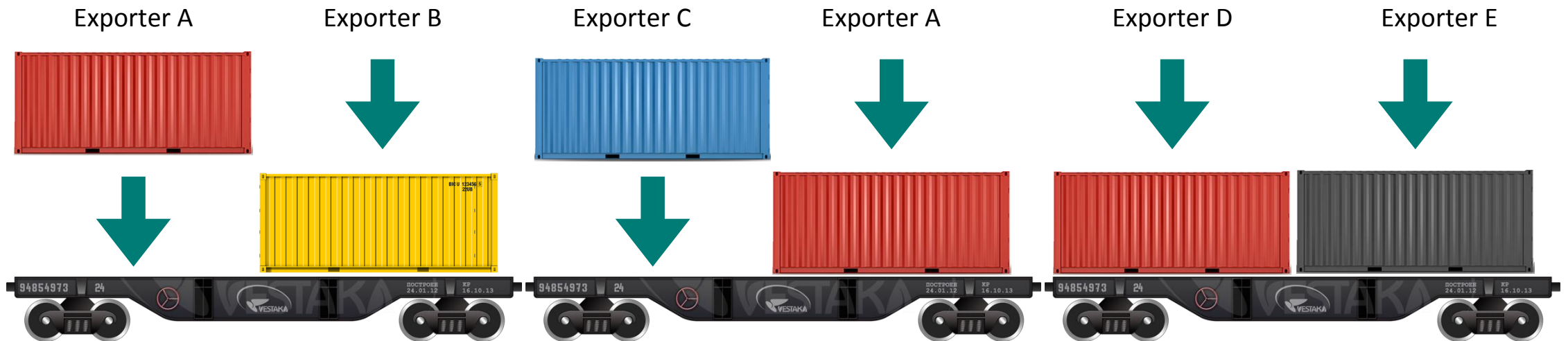


THE SOLUTION

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

Description

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



BLOCKCHAIN TECHNOLOGY



ECO SCREENING



CRYPTO CURRENCY

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

CARGODINAMIKA.COM

USE OF BIG DATA ANALYSIS TO
PREDICT THE CARGO FLOWS
WORLDWIDE

THE PROJECT

Our contribution

	TIME	PRICE	QUANTITY	CO2 EMISSION
				
				
				
				



CLICK2RAIL

JUST CLICK TO YOUR EFFICIENCY



**ACCELERATE YOUR
PERFORMANCE**



ACCÉLÉRATEUR DE PERFORMANCE