

A high-angle photograph of a busy rail yard. In the foreground, a long train of brown, corrugated metal freight cars stretches across the frame. To its right, another train of white, cylindrical tank cars is visible. Further back, there are more freight cars and a locomotive. The yard is filled with tracks, overhead power lines, and various rail infrastructure. The background shows some greenery and a fence under a clear sky.

How long will your customer wait
for you to ship his cargo?

Customers now expect instant results



Personal
contact
1990



Customer
centric service
2000



Self-Service
Today

More over RU's face pressure
from other means of transportation

They (RU's) need to work in **at least**
two different standards of
communication

How to ensure fluent communication at least in two different standards at low operational costs?

Accept the future



Identify building blocks which will not change over time



Together with Clients identify near future needs, to be prepared for them



Work on these blocks to make a future proof portfolio of solutions



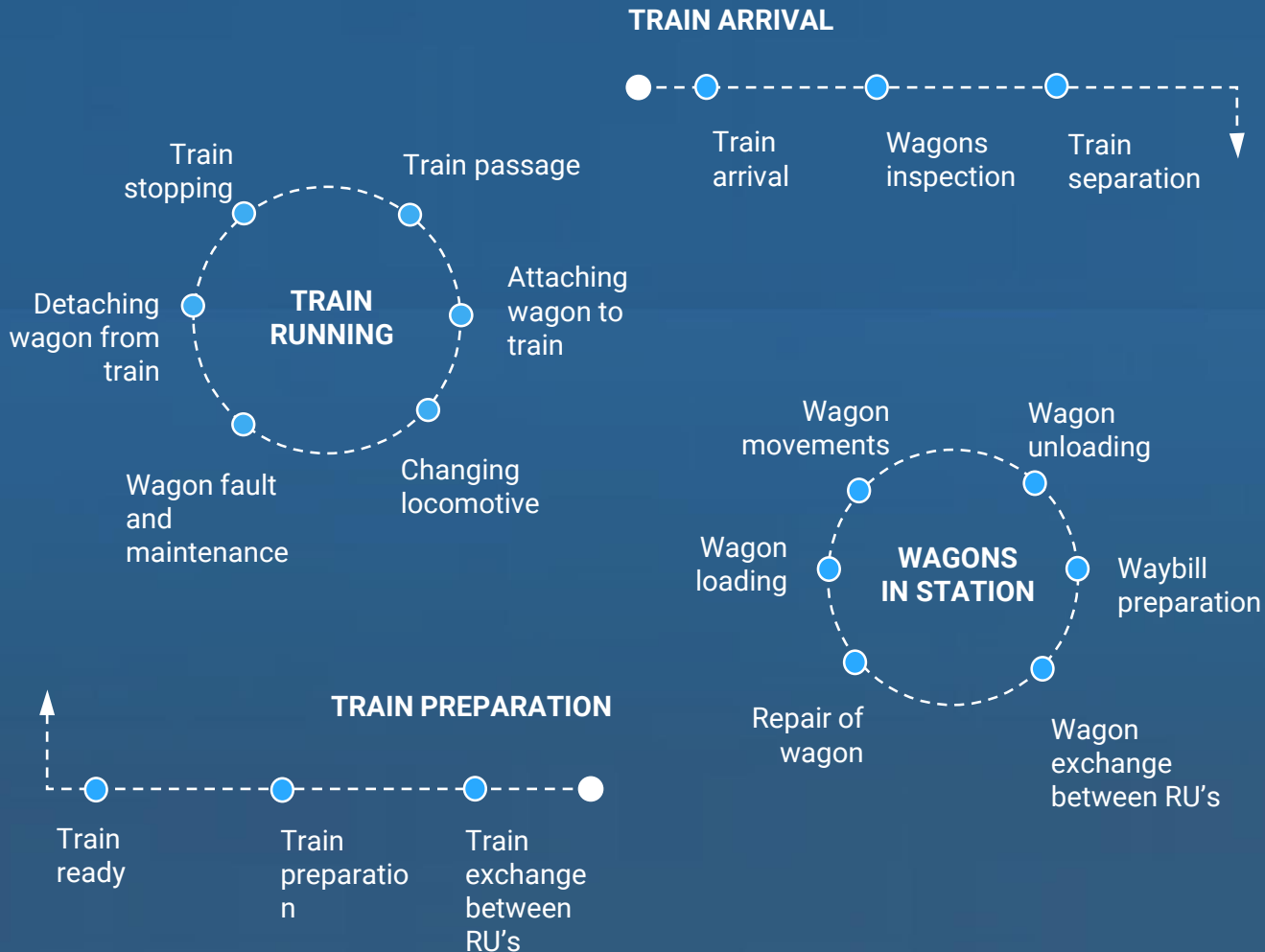
Analyze existing data and adapt based on evidences



Existing / near future landscape

Mostly **never changing**

Basic operations with trains, wagons and documents



Ever changing

Communication between RU's and IM's

TAF-TSI

Common European gauge standard for RU's and IM's communication

INFOSET-21, SMGS AGREEMENT

Common Russian gauge standard for RU's and IM's communication

CUSTOMS STANDARDS

Custom implementations between various RU's and IM's

BLOCKCHAIN, E-DELIVERY, E-INVOICE, E-SIGNATURE

Near future or existing implementations of processes digitalization

Communication with customers

DIRECT IN STATIONS

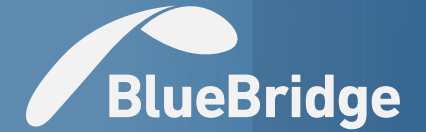
First / one time customers, which need guidance to easy transport their cargo

CUSTOMERS PORTALS

Self service, most common for semi large recurring customers with dedicated people

THIRD PARTY SERVICES THROUGH STANDARD API'S

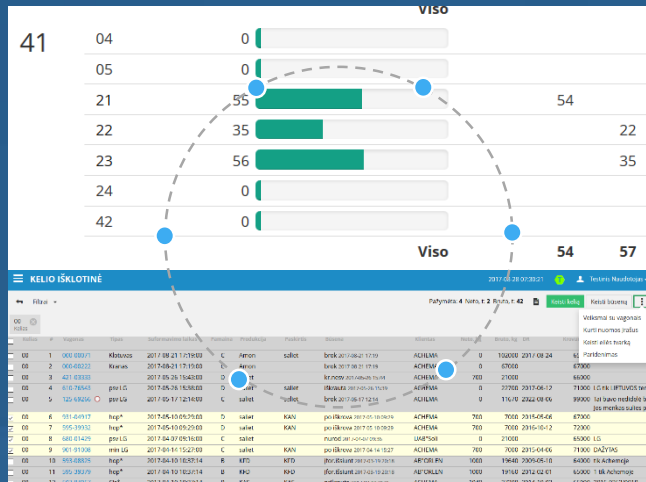
Forwarder, other departments of the same company, large customers who creates additional value by integrating logistics in their processes



All this is required for businesses of today and tomorrow in order to survive in market.

How to achieve it?

By executing operations instead of filling document forms



Business events and data integration engine



TAF-TSI

SMGS standards

Customers API

Wagons

business component

Waybills

business component

Trains

business component

Customs

business component



Business events and API



Document forms and generation component



Integration component

RU's employees enter operations data

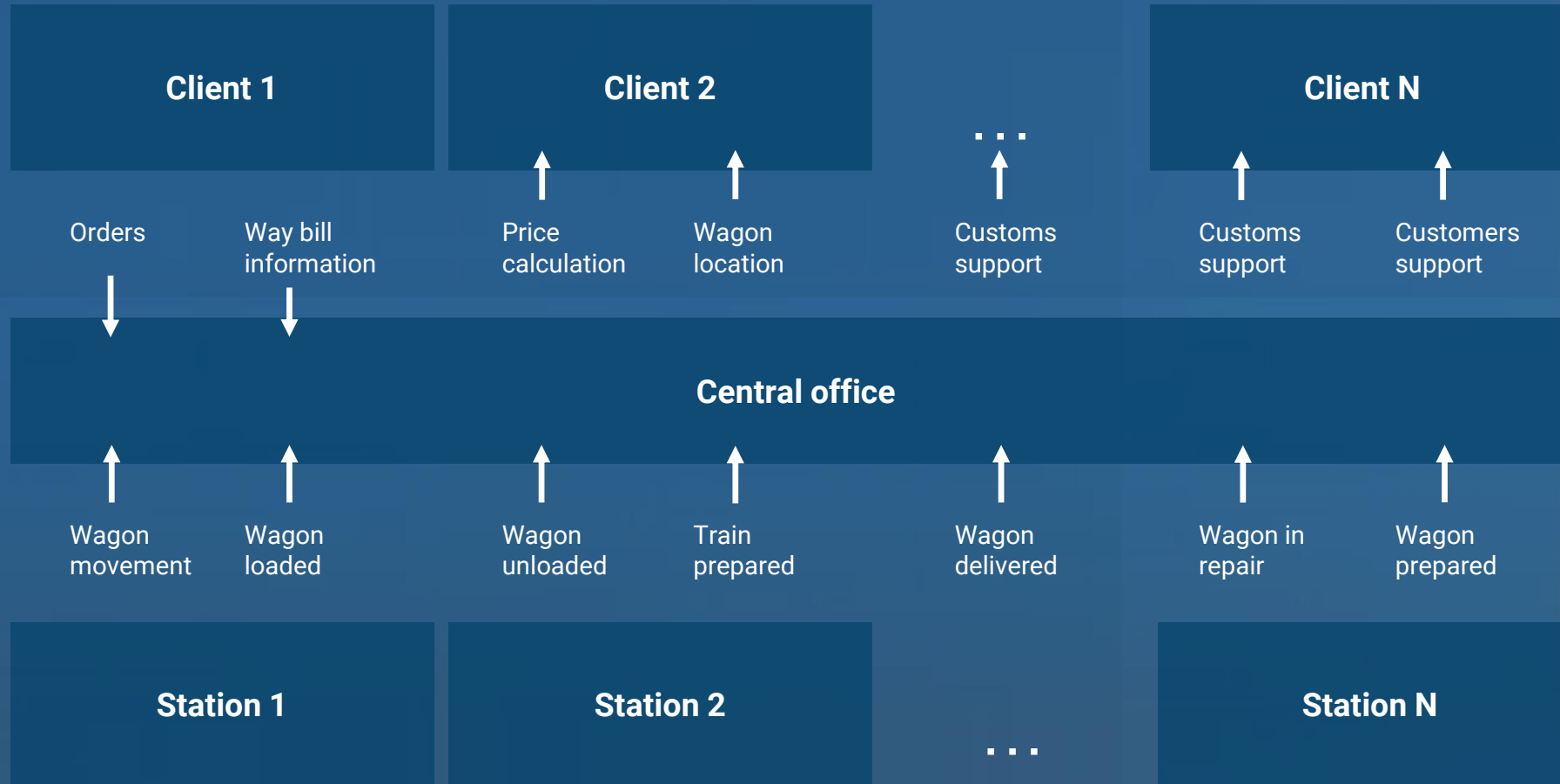
Operations data automatically transformed into standard communication message

Documents generated automatically

Customers and partners connect in their preferred way

But you can go even further

If all communication with customer would be digitalized...

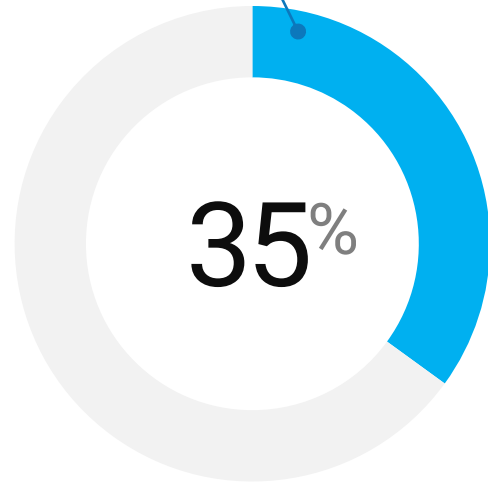


Back to numbers, by using our product, you will:



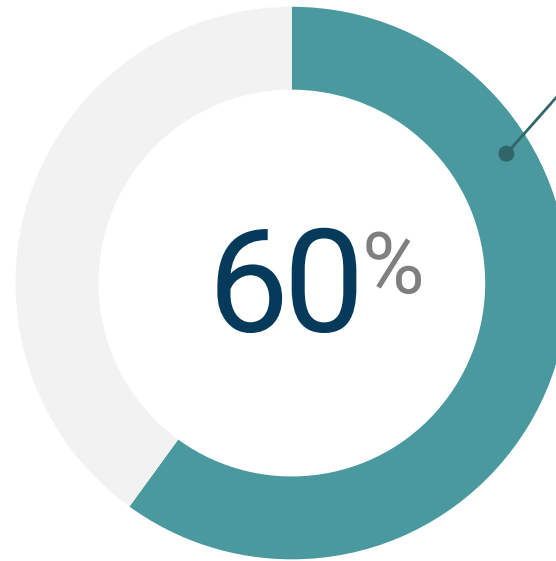
More effectively managed day to day operations

Up to 35% more efficiently managed business operations, their planning activities

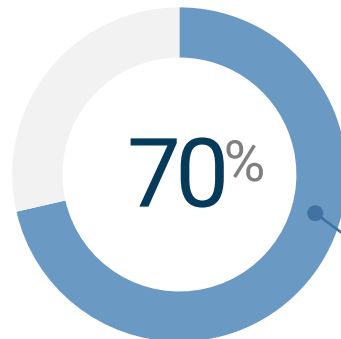


Save the cost of customer service:

Up to 60% savings in staff time by customer service



Reduce human resources



Up to 70% savings in the station office

We can help you out!



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