



# 2013 Smart Mobility Management Directory

Looking for a supplier to enhance your organisation's mobility provision? The Smart Mobility Management Directory 2013 has been designed for you. It brings together suppliers from across the mobility spectrum to help you identify and engage with the suppliers of your choice.

#### Find a supplier that offers the services you require

Welcome to the second edition of the Smart Mobility Management Directory 2013.

The Directory lists a diverse selection of suppliers from across the mobility industry. So, whether you are seeking the contact details of a car leasing provider, a travel management company, car sharing company or office solutions provider in a particular European country, the directory will point you in the right direction.

#### Plugging together solutions to create an integrated mobility management strategy

Today there is no one supplier that offers an organisation a holistic solution that meets their total mobility needs. A corporation seeking to develop a mobility management programme needs to engage with a wide range of suppliers from the fleet, business travel and workspace & meetings sectors and then plug them together to create an integrated solution.

For each mobility sector the directory provides a short review of the market and then lists suppliers and solutions that they offer. By highlighting the key issues and innovations, sector by sector, and listing the services offered by each supplier, it is possible to identify the opportunities for integration between suppliers and address gaps on a case by case basis.

#### The rise of the mobility integrators

An integrator is a supplier offering a solution that cuts across different marketplaces and, in turn, is challenging the status quo. The past year has seen a rise in suppliers offering integrated mobility solutions. The 2013 Smart Mobility Management Directory recognises these providers by highlighting them with the Smart Mobility Circle.

In the first section of the directory we explore the Mobility Integrators in more detail and explain why we consider them as the pioneers in this evolving market space.

#### Smart Mobility Directory Online

The magazine version of the directory provides an overview of some of the suppliers providing mobility services. For a complete listing of suppliers in each of the sectors visit the online directory at <http://www.smart-mobilitymanagement.com/directory/>

#### Calling all suppliers: Have you registered your details?

If you are a supplier offering a corporate mobility solution you can register your company details at <http://www.smart-mobilitymanagement.com/directory/>

# Mobility integrators

Mobility Integrators are a new breed of supplier pulling down the barriers that once existed between business travel, fleets and workspace & meetings sectors. Smart Mobility Management has recognised their endeavours by rewarding them with the Smart Mobility Circle.

## Athlon Mobility Consultancy

Athlon Mobility Consultancy was one of the early pioneers of corporate mobility supporting clients understand the big picture by base-lining total mobility expenditure and its impacts. With MOMAS, Althon's Mobility Management System, corporations are able to administer all types of vehicles used for business (owned, lease, mileage payments) and the associated costs like parking charges, fuel costs and mobility cards. Althon offers a portfolio of services to accompany leased cars including, car sharing, e-bikes, e-scooters and access to trains and other localised forms of transport.

Air	Rail	Hotel	Car Leasing	Car Share	Car Hire	Motorcycle/ Moped	Taxi	Bus	Bicycle/ Bicycle Hire	Fuel	Meeting Space	Video Solutions
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## ALD Automotive

ALD Automotive announced that it was no longer simply a car leasing company following its partnership with Mobispot, a business centre offering flexible office solutions in Belgium. This partnership adds to ALD's widening portfolio of client offers with flexible office provision sitting alongside ALDO, ALD's mobility personal mobility management toolkit. ALDO helps employees identify the best way to travelling to a destination whether it is by lease car, car share, train (railease) or other modes of localised transport. ALD provides the information and gives access to modes of travel on a trip by trip basis that meet business need.

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## KDS

With the launch of KDS NEO, the Travel & Expense management systems provider is setting the benchmark for other suppliers in this sector to follow. KDS NEO asks travellers where they are starting from, where they are going, and for how long before pulling together a door to door travel itinerary that plugs together multiple modes of travel from air though to a city's bike hire scheme. With accommodation needs catered for too, KDS NEO calculates the total cost of the business trip and enables travellers to choose from a range of pre-determined travel options including the cheapest, quickest or greenest option in a few swipes of a smartphone or tablet.

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## routeRANK

As the name suggests routeRANK ranks the most effective way of travelling between two locations internationally or domestically against a set of pre-determined criteria set by an organisation. Its patent pending technology interfaces with a TMC and other suppliers, allowing any existing negotiated fares to be included in a travel search, and offers travellers a selection of door to door trips using all modes of travel from air, rail though to a company car. routeRANK is the technology that powers BCD Travel's End to End Trip Planner.

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## MobilityMixx

The Dutch mobility provider offers a business smartcard that can be used for all types of business mobility including the train, bike and taxi, through to fuel for the company car. It is an all in one payment card solution that helps companies understand the total costs of business trips and therefore implement and manage personal mobility budgets. Not only does the payment solution bring together management information from multiple modes in one place for the mobility manager, it enables and encourages employees to choose the right mode of travel for a business trip without having to think about travel payment and expense claims.

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## NS Business

The Dutch Railway Operator offers the NS-Business Card in the Netherlands which is a single access and payment system for business trips, with travel costs billed post travel in a monthly invoice so there is no need for travellers to keep individual tickets for your expense declarations. Train, bus, tram and metro services have been integrated alongside taxi, car sharing, car parking and bike hire offering door to door travel solutions, and alongside this NS Business Card holders can access business centres close to stations for their business meetings.

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## MultiCity

From Citreon, the car manufacturer, Multicity is a free cross modal travel platform offering car rental and car pooling, alongside international train and air travel. For local services Multicity offers bike routes too. By simply entering postcodes of the origin and destination the search engine plans optimal modes of travel depending on your travel circumstances, offering financial and carbon comparisons so the costs and ecological impact of trips can be managed and reduced. For international routes in Europe door to door travel options are offered in France, Germany, Austria, Belgium, Denmark, Great Britain, Italy, Netherlands, Portugal and Switzerland.

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## TravelHUB

A tool developed by SOS Solutions, TravelHUB connects carbon sense with business benefits, and help corporation's balance financial cost, employee productivity and carbon emissions to inform decision making at a strategic and traveller level and enable sustainable travel policies to become a reality. By pulling together the interrelated areas of cost, productivity and emissions, which are all adversely affected by travel, TravelHUB presents a simple list of door to door travel options evaluated against corporate criteria.

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## Carbox

The French start up is developing its Mobilities product and moving outside of its home market of France and into Belgium in 2013. Mobilities offers corporations a multi-modal alternative to the company car allowing users to trade in a vehicle for access a shared car and a budget for other modes of mobility using a 'Mobility Credit' Scheme.

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## Mu Peugeot

Car, van, scooter or bike hire offered under a single package is possible with Peugeot Mu. With electric mobility offered Mu members can hire different modes of mobility as they need whilst minimising their environmental footprint. Members of Peugeot Mu use credits to rent a mobility solution with their account debited by the required value depending on the mobility solution chosen and the length of the hire.

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# BUSINESS TRAVEL

## Self Booking Travel and Expense Tools: Joining up the dots for the perfect trip

The self booking travel and expense marketplace is one of the most exciting areas on the journey towards integrated mobility management. These corporate booking tools, implemented alongside the services provided by a Travel Management Company, enable a traveller to book, take ownership and manage a travel itinerary online. Alongside the travel planning and booking element, some of the providers in this marketplace offer automated expenses processing solutions that enable organisation's to reconcile invoices and improve their workflow management.

The self booking tool marketplace has, in the past, offered information on a single mode of travel based on point to point journeys - for example information on airlines that offer services between two cities, alongside flight times and prices. Over the past couple of years however, incumbents and new entrants have begun to enhance the scope of services on offer.

For example, it is possible with some suppliers to compare and contrast multiple modes of travel based on pre-determined criteria along with in house and pay as go video-conferencing and tele-presence suites. Perhaps more impressively, a tool that presents door to door travel solutions, incorporating every stage of the trip and presenting travel options as diverse as air travel through to a city's bike hire scheme is now available.

The self booking tool marketplace is the coal face of integration and is the technology interface that can make mobility management happen. This marketplace is driving increased awareness of mobility management in the era of Managed Travel 2.0 and the value that can be created. It will be an exciting space to watch over the next few years.

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MOBILITY PRODUCT - SERVICE - TOOLS		
<ul style="list-style-type: none"> <li>• KDS Neo - Door-to-Door Travel and Expense Management</li> <li>• KDS Flex T&amp;E</li> <li>• KDS Travel &amp; Expense Management</li> </ul>		
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GEOGRAPHICAL COVERAGE		
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COMPANY	BE	FR	DE	IT	NL	EASTERN EU	ES	CH	SCANDINAVIA	UK	URL
MobileXpense SA	●	●	●	●	●	●	●	●	●	●	www.MobileXpense.com
Traveldoo	●	●	●	●	●	●	●	●	●	●	www.traveldoo.com
Waymate			●								www.waymate.de
Get There	●	●	●	●	●	●	●	●	●	●	http://fr.getthere.com
Concur	●	●	●	●	●	●	●	●	●	●	www.concur.com
TravelHUB 										●	http://www.sos4business.uk.com/sos-travel-hub-(1)/sos-travel-hub-.aspx