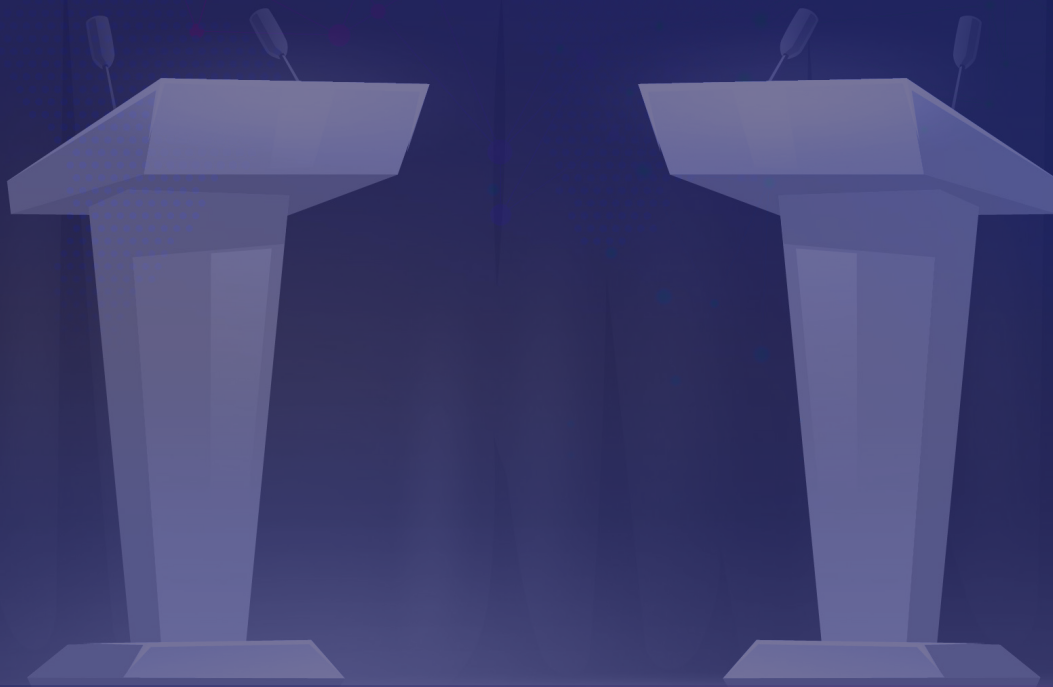*The Second Edition*

The Pros and Cons
of Open-Loop Payments

AN ONLINE DEBATE

Sponsor:

kentkart

Tuesday 27 June 2023
3:00pm - 4:30pm in Singapore (UTC +8)
8:00am-9:30am in London

with APSCA & Mobility Payments

APSCA
Mobility | Payments
Intelligence Report

# Experts Participating in the Big Debate:

Shashi Verma
Chief Technology Officer
Transport for London

Verma is chief technology officer at Transport for London. Since 2006, he's been responsible for the operation of TfL's revenue-collection system, including the Oyster card, the largest smart card-based ticketing system in the world. Considered the father of open-loop payments, Verma has led the development of contactless payments since 2007 and launched the technology in 2012. TfL's open-loop payments system has since become acclaimed globally and has led to change in other transit fare-payments systems.

Bas Van Weele
Program Director, OVpay;
### Dir., External Affairs, Arriva

Van Weele heads up OVpay, the first nationwide launch of open-loop payments globally. He's also director of external affairs for Arriva NL, one of nine Dutch transit operators participating in the open-loop service. Prior to joining Arriva, he worked for more than a decade for GVB, the transit operator in Amsterdam. There, he headed up sales and marketing, as well as introducing the closed-loop OV chip card.
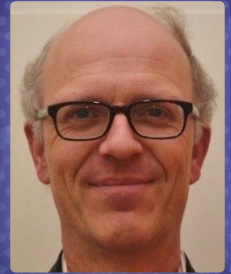
Carl Sedoryk
Chief Executive Officer
Monterey-Salinas Transit

Sedoryk has been CEO of Monterey-Salinas Transit since 2005, providing mobility to a part of the California Central Coast making up one-fifth of the state's coastline. He's worked for transit agencies since 1988, starting with Long Beach Transit. Since 2021, he's overseen the first open-loop demonstration project of the state-backed Cal-ITP procurement program.
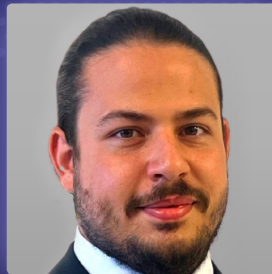
Çınar Basmacı
Board Member
Kentkart

Basmacı serves as a board member and director of business development and delivery for Kentkart, a company that is synonymous with electronic-fare collection in Turkey. He has extensive experience in urban mobility and has held various positions in the industry. He specializes in Kentkart's open-loop payments technology.

Paradon Nitaya
Chief Operating Officer
Transcode

Nitaya has 25 years experience in ePayments. He's held senior roles at major transit agencies, including leading AFC and revenue-collection work for the Bangkok Mass Transit System (BTS)–Thailand's first metro line. Nitaya has worked extensively on Bangkok's Rabbit Card and also has considerable international experience in Hong Kong, Singapore, India and Dubai.

Moderators:

Greg Pote
Chairman, APSCA

Dan Balaban
Editor, *Mobility Payments*

Back by popular demand, **APSCA** and *Mobility Payments* are organizing a second edition of their groundbreaking webinar series: *The Pros and Cons of Open-Loop Payments – an Online Debate.*

For this event, we have recruited another great panel of experts to discuss and dissect this trending technology, which is being adopted by a growing number of transit agencies globally. As before, attendees will get meaningful answers to penetrating questions, not sales pitches and talking points.

Building on the first event in October 2022, we have divided this next debate into three key topic areas–as we drill down for more information and insights that transit authorities, operators, ticketing schemes and private mobility providers can use as they consider rolling out open-loop payments (see below). As before, there will be a lively and wide-ranging discussion with the panelists and much interaction with the audience.

Following are among the questions and statements we'll be asking panelists to agree or disagree with and to explain why:

Some Pressing Questions:

• Can most transit agencies save money by offering open-loop service like such showcase projects as TfL's has done?

• Will open-loop and closed-loop systems continue to coexist and, if so, how best should that be accomplished?

Topic No. 1:
Concessions: The Achilles Heel of the Open-Loop Proposition?

• Discounts for seniors, students, disabled persons and other riders can account for a third or more of total trips for transit agencies. But the open-loop case becomes more difficult if the technology can't support these discounts. Agree or disagree, and why?

• Despite much talk from suppliers, there are precious few examples of riders tapping open-loop cards or wallets to pay fares while receiving concessions. The technology isn't ready. Agree or disagree, and why?

Topic No. 2:
The Elephant in the Room: Interchange and Other Bank Card Fees

• Interchange and bank card fees, which are controlled by third parties, could impose a real cost on transit agencies–one that they cannot control or pass on to their customers. Agree or disagree, and why?

• Given the fact that transit agencies serve many low-income customers and most of their fares are low value, payments schemes should offer special interchange rates for agencies. Agree or disagree, and why?

Topic No. 3: Going All-in with Open Loop; is it Realistic?

• Transit agencies also have to serve unbanked and other customers who can't or won't use open loop . This means agencies can never get away from supporting closed loop in some form. Agree or disagree, and why?

• A few open-loop agencies are using white-label or prepaid EMV for their closed-loop cards. But this option comes with its own costs. It's questionable whether this is a viable option for many agencies. Agree or disagree, and why?
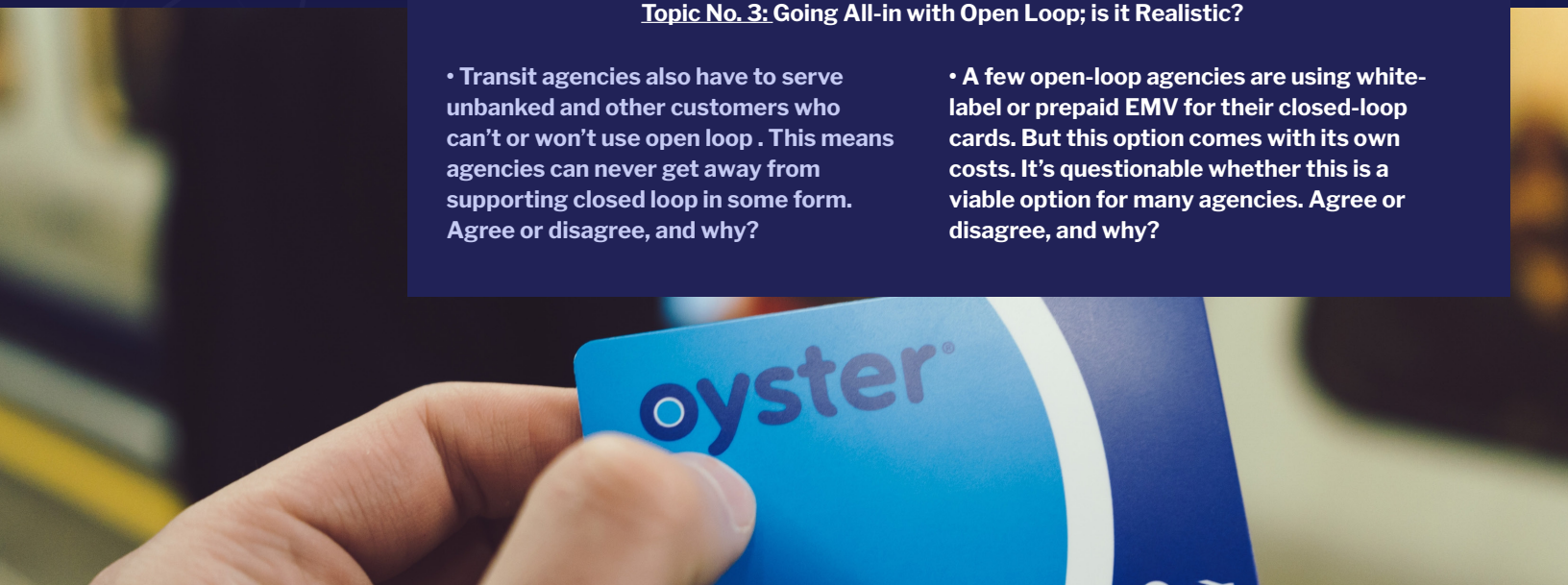
Format of the Online Debate

The online debate will run for 90 minutes and consist of: opening introductions; free-flowing discussions and Q&A with webinar participants, including the audience; conclusions with takeaways.

- **Opening introductions** (15 minutes)

- **Free-flowing discussions and Q&A** (60 minutes)

- **Conclusions and takeaways** (15 minutes)

This online debate will be considered a PowerPoint-free zone.

About *Mobility Payments*:

Known for its exclusive, in-depth articles, *Mobility Payments* is the only publication globally that is focused solely on transit and mobility payments. It uses facts, interviews and documents to provide well-researched, highly vetted and richly informative content on the latest topics and trends–A must-read for transit authorities, operators, mobility providers and more.

About APSCA:

APSCA is an independent industry organisation for identity and payments with a 25-year track record of connecting and engaging with key decision-makers, to explore and discuss the most important business and technology issues today. Since 1997, APSCA has organised over 200 industry events in 20 global markets across Asia, the Gulf and Africa.

This webinar is free-of-charge. After your registration is confirmed, you will receive an email with a dedicated link to join the webinar. **REGISTER HERE**

A recording of this online debate will be available for replay after the event.

✉ If you have any questions please email zoe.ye@apsca.org