

High Potential Initiatives Profiles

1 Accelerator

frontierCities



2 Project and Organization

QRoutes is the product developed by the frontierCities' SEND-TO Project.

Esoterix Systems Ltd



2.1 Country

UK

2.2 Project Abstract

QRoutes will cut the cost of providing Special Educational Needs or Disabilities (SEND) transport whilst improving student/carer safety and service satisfaction. It will calculate, on any given day, the minimum number of vehicles required to deliver the provision and assign itineraries to the drivers of registered vehicles via their on-board computers. Students/carers benefit from service alerts by phone and the ability to monitor vehicle progress online; cities benefit from the more efficient provision and automated administration.

2.3 Sector

Consumer transport & logistics

2.4 Target Market

Local authorities in the UK spend over €750m annually on providing SEND transport. They typically plan the provision internally and then subcontract its delivery to local vehicle operators. QRoutes is a cloud based tool which offers authorities:

- **Faster planning.** For example, Kent County Council (an early adopter of QRoutes) typically takes 6 weeks to plan the transport for one school. It typically takes under an hour using QRoutes.
- **Cost savings.** QRoutes saves money if it reduces the number of vehicles required to deliver the transport. In one example, the QRoutes solution required two less vehicles than the existing solution, saving Kent County Council €63,000 per annum.
- **Citizen value.** Students, parents, carers and schools value real-time tracking for its convenience and assurance of safety.

QRoutes is already on the market and it is promoted through:

- **Recommendation.** Local authority transport planners are a close knit community and have their own association (the Association of Transport Coordinating Officers). Word about best practise and new tools spreads quickly.

- **Exhibition.** QRoutes was launched at the Smarter Travel 2016 conference in Milton Keynes in March 2016. This event is for local authority transport planners and consultants and over 50 councils visited the stand and viewed the product demonstrations.
- **Consultants.** Local authorities increasingly hire consultants to perform their transport planning. QRoutes will offer accreditation to consultants who can demonstrate their planning prowess; these consultants will promote useful tools like QRoutes to their local authority customers.

2.5 Business Model

QRoutes is available immediately online (as a cloud solution) under a monthly or yearly subscription. The first 30 days is provided free of charge as a trial period.

A customer can also request customisation of functionality. QRoutes retains the right to offer the new functionality to other customers. In return it provides the customer funding the development with a free subscription for a certain period of time.

SMART CITY SOLUTION	YES
CLOUD SOLUTION	YES
SOCIAL MEDIA SOLUTION	NO
MOBILE SOLUTION	YES
BIG DATA/ANALYTICS SOLUTION	NO
IOT	YES

2.6 Website

www.qroutes.co.uk