







Head of Digital Competency Centre





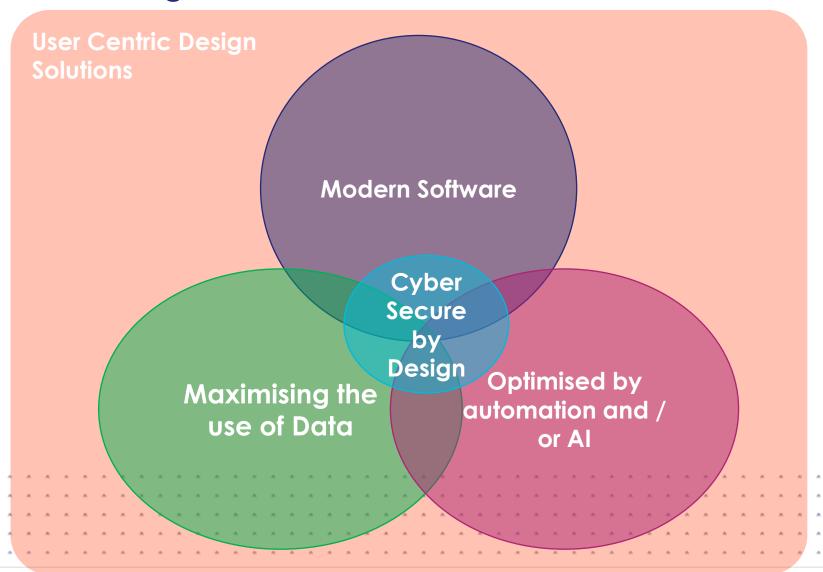


### Safety Moment – Lessons Learnt never get old!





#### What is digital?



Deployed to an eclectic set of hardware





How could Digital Solutions help Scotland?

Safe, Robust and Reliable Services

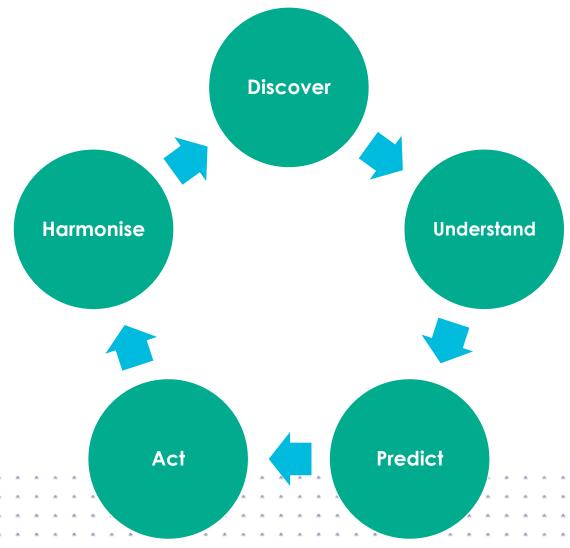
Optimum use of capacity and capability

Meeting the 'net cost' challenge for the network and delivering Value for Money

**Effective Integration** 

Inclusive and sustainable economic growth

Achieving Net Zero and climate change adaption and resilience





## **People First Digital Solutions**



Operation



#### What is required to deliver successful digital solutions?

#### Partner Vs Supplier

A **commercial model** that supports exploration and continuous improvement.

A shared / agreed understanding of what good looks like.

**Flexibility** based on data and research findings.

A clearly defined, testable and agreed ROI

Well designed **data set** that enables current aims and future hopes to be achieved

# Collaboration



#### Introducing new solutions – User Acceptance

### People buy benefits, not features

**Technology Adoption** 

Percent Adopting



Driving awareness and utilization is the challenge



#### How do we introduce change?

> Gradual Vs Big bang















#### **Summary**

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> To achieve these

Safe, Robust and Reliable Services

Optimum use of capacity and capability

**Effective Integration** 

Inclusive and sustainable economic growth

Achieving Climate change adaption and resilience

> For this

Meeting the 'net cost' challenge for the network and delivering Value for Money

> Whilst meeting this

**Achieving Net Zero** 

Need to embrace digital methods and solutions





## **Thank You**

#### **Mark Lowten**

Head of the Digital Competency Centre



Mark.Lowten@urbanandmainlines.com



# Thank you

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