Title: Developing new cooperation models in winter maintenance

Author(s): Aapoa, Aki; Mantsinen, Heikki; Hautala, Raine; Leviäkangas, Pekka

Citation: 31st Winter Road Congress - 31.Talvitiepäivät, 17 - 18 February 2016, Tampere, Finland, 13 pages

Date: 2016

Rights: This presentation may be downloaded for personal use only.
Developing new cooperation models in winter maintenance

31st Winter Road Congress
Tampere 17.2.2016
M.Sc Heikki Mantsinen, Dr. Aki Aapaoja, M.Sc
Raine Hautala & Dr. Pekka Leviäkangas
A few points about Finnish winter maintenance

- Finnish road weather expertise is well-known and internationally recognized
- companies, authorities, individual experts and research institutes hold a lot of know-how
  - This know-how and knowledge is a bit scattered
- Long tradition in operating with quality-driven winter maintenance management policy
FIRWE-project’s goals

- To form a modular, flexible product-service package
  - Individual companies would put an effort to make their products/services interoperable
- Interoperable products and services
  - Open interfaces and modularity
    - Necessary since all customers are different.
- To test and develop solutions as a part of operational activities
- To utilise existing marketing channels and international customer relations
- To gain plausible results and references in Finland
FIRWE’s benefits

- For the society
  - Increased awareness of driving conditions
  - Smaller maintenance expenses and less environmental load
  - Smoother and more reliable traffic
  - Less accidents and related losses

- For a maintenance operator
  - Better timing and accuracy of actions
  - Effective vehicle tracking and reporting
  - Real-time information on maintenance operations can be given to road users

- For FIRWE partners
  - Wide development and testing possibilities (i.e., agile piloting)
  - Collaboration, thought exchange and coaching with other partners (i.e., joint-development)
  - Strong references (essential when exporting)
  - Export potential of modular solution package
Outcomes

- Testing of the service/product modules was made in real-world environment
  - 2013-2014 in Lappeenranta-Imatra area with NCC Roads
  - 2014-2015 more testing of individual modules in Vantaa area with Destia
- Decision support system got new features
  - Automatic generation of twiits, for example
- Improvement of near future driving conditions forecast
- Improvement of longer time driving conditions forecast’s quality
- Optimisation algorithm for de-icing materials dosage
- Automatic data collection from maintenance vehicles and UI
- Map UI for real time driving conditions and friction
- Friction measurement program development and testing
- Assessment of socio-economic impacts, value network research (within BECSI-project)
- Partially thanks to FIRWE National Roads Authority of Ireland purchased a maintenance decision support system from Vaisala.
FIRWE partners

- Vaisala: measurement solutions, integrating measurement and forecast data to DSS, visualisation
- Arctic Machine: smart on-board-solutions for maintenance vehicles incl. data exchange interface for background systems
- Foreca: weather and driving conditions forecasts
- Teconer: mobile solutions for measuring driving conditions and friction
- VTT: socio-economic impacts of services, market reporting, value network assessment
- Tekes: funding and steering

FIRWE was made possible by cooperating authorities (LiVi, ELY, Trafi), maintenance companies and research institutes
The role of authorities in innovations
Back in old days in Finland….  

…and now

Copyright: Pilli-Sihvola et al. (2015)
Challenges in status quo

1. Winter road maintenance equipment
2. GPS and vehicle technology solutions
3. Meteorology and observation devices
4. Observation data
5. Public road weather and condition forecasts
6. Additional road weather information services
7. Emergency and road weather information services
8. Road maintenance services
9. Safe road conditions for winter traffic
10. Weather and winter road condition information
11. Winter mobility information
12. Motor insurance
Enhancing innovations…

Value stream
System integrator (i.e., platform provider)
Service/technology provider
Service/technology provider
Service/technology provider
Service/technology provider
Service/technology provider
Service/technology provider

Supply ↔ Demand

End-customer

Value build-up

“Winter traffic mobility market”

End-customer requirements and engagement

Innovative procurement (pain-gain sharing)

Complex product system (fitting roles and responsibilities)
Recommendations for actions

1. Recognition of authorities’ significance
2. Integrated project deliveries (alliance model)
   a) Combining all the viewpoints, competencies and services for gaining the best results
   b) Actors’ selection should be based on ones competencies, capabilities and expertise in ecosystems
   c) Pains and gains should be shared
3. Stressing long-term collaboration
   a) Utilising research institutes in disseminating best practises and lessons learned
   b) Agile testing and piloting
   c) Impact assessment as a part of systematic development
4. Research funding agencies should support innovative procurement models
Finnish winter road management – the evolving business ecosystem

BECSI WP2 project report

Pekka Leviäkangas  |  Aki Aapaoja  |  Raine Hautala  |  Tuomo Kinnunen

Available at:

Thank you!

More information:
Aki Aapaoja
aki.aapaoja@vtt.fi /
+358 40 744 4823
TECHNOLOGY FOR BUSINESS