#### TRANSPORTATION RESEARCH BOARD

# Nail it or Fail it: Building a Successful Mobility as a Service Story

Monday, June 18, 2018 1:00-2:30 PM ET The Transportation Research Board has met the standards and requirements of the Registered Continuing Education Providers Program. Credit earned on completion of this program will be reported to RCEP. A certificate of completion will be issued to participants that have registered and attended the entire session. As such, it does not include content that may be deemed or construed to be an approval or endorsement by RCEP.



#### **Purpose**

Discuss the state-of-the-practice of Mobility as a Service (MaaS) in Europe and the United States.

#### **Learning Objectives**

At the end of this webinar, you will be able to:

- Discuss history of Mobility as a Service
- Identify the main drivers for successful MaaS programs
- Describe the necessary functionality for a MaaS mobile app



# MaaS ecosystem and success factors for implementation

Piia Karjalainen Senior Manager ERTICO – ITS Europe & MaaS Alliance



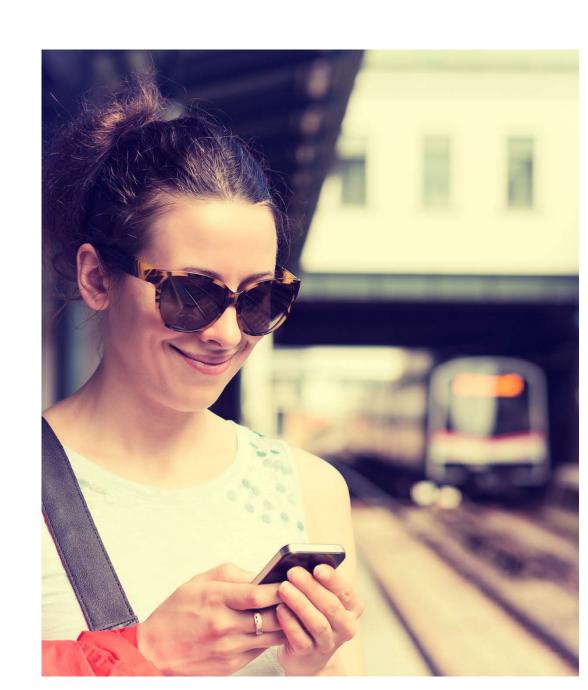
## Mobility as a Service

1. What?

2. When?

3. Why?

4. How?





"Mobility as a Service (MaaS) is the integration of various forms of transport services into a single mobility service accessible on demand."



#### MaaS topology (Sochor, Arby, Sarasini, Karlsson, Holmberg)

See also **Sochor, J.**, Arby, H., Karlsson, I.C.M., Sarasini, S. (2017) "A topological approach to Mobility as a Service: A proposed tool for understanding requirements and effects and aiding policy integration". 1st International Conference on Mobility as a Service (Tampere, Finland, November 28-29, 2017).

Integration of societal goals 4 Governance & PP-cooperation Integration of service offer 3 Bundling/subscription - responsibility **Integration of payment:** Single trip - find, book and pay **Integration of information:** Multimodal travelplaner, price info No integration: Single, separate services



**FOR LONDON** 

Hertz.

sunfleet /



### Mobility as a Service

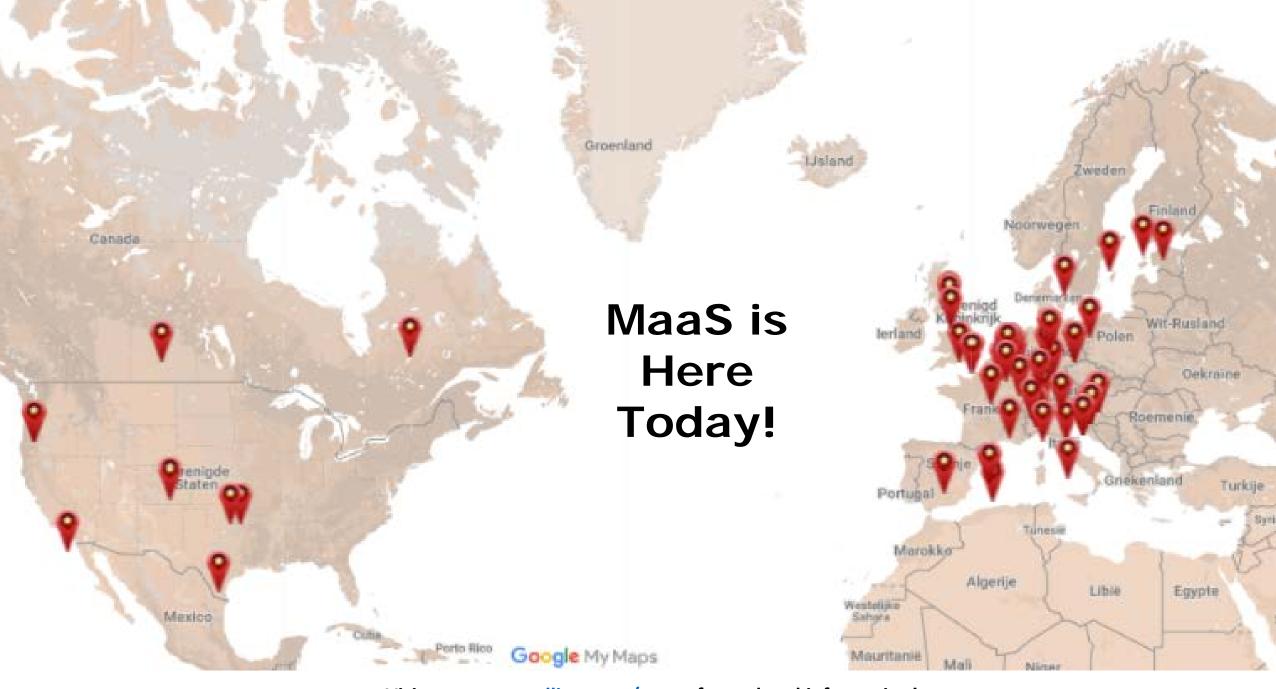
1. What?

2. When?

3. Why?

4. How?





Visit <u>www.maas-alliance.eu/maps</u> for updated information!

## Mobility as a Service

1. What?

2. When?

3. Why?

4. How?



# New preferences & end of the ownership model

"Traditional ownership models will not meet the future expectations of consumers, as 42 percent are very interested in subscription pricing, while another 24 percent of respondents are very interested in fractional ownership of vehicles."



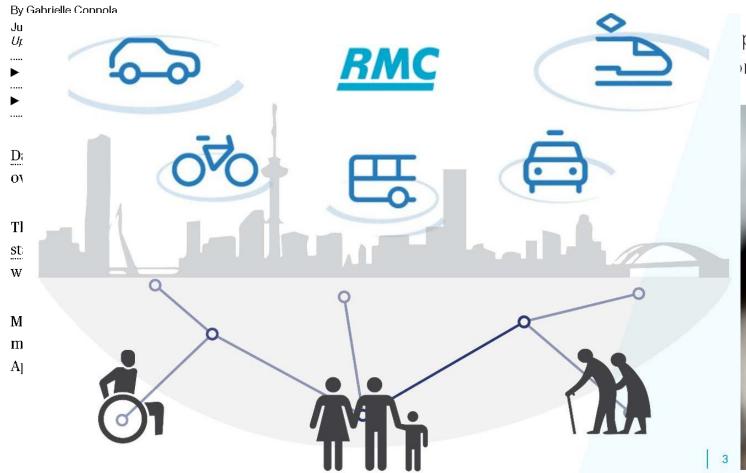
A new relationship-people and cars

How consumers around the world want cars to fit their lives

IBM Institute for Business Value

#### We want something more personal

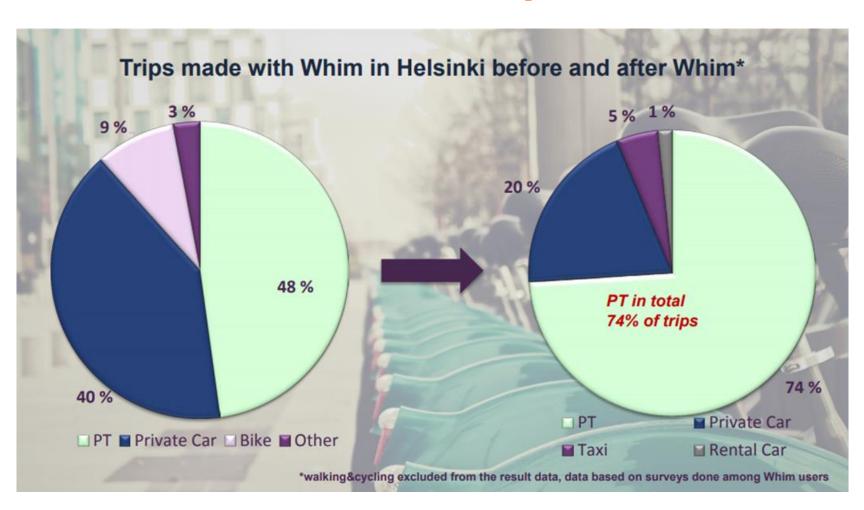
New public transport app developed Mercedes-Benz Starts Subscription Pilot Fra for child-specific needs



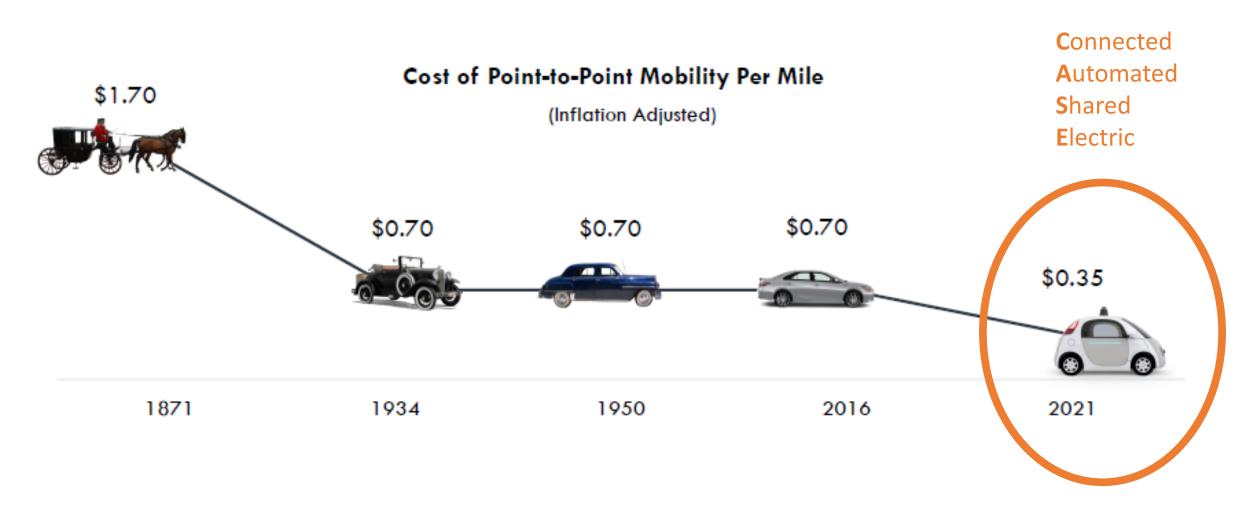
pplication will encourage younger users to travel on rt, whilst keeping them safe and informed...



# Mobility as a Service provides tools for transport decarbonisation



#### The price of personal mobility



**ARK Invest: Big Ideas 2018** 

https://research.ark-invest.com/hubfs/1\_Download\_Files\_ARK-Invest/Infographics/Big%20Ideas%202018%20-%20ARK%20Invest.pdf?hsCtaTracking=37c67fc6-1932-4b42-887c-ba1332a0e7a9%7C4a9f618a-acf9-428b-a7ab-11965014a86b

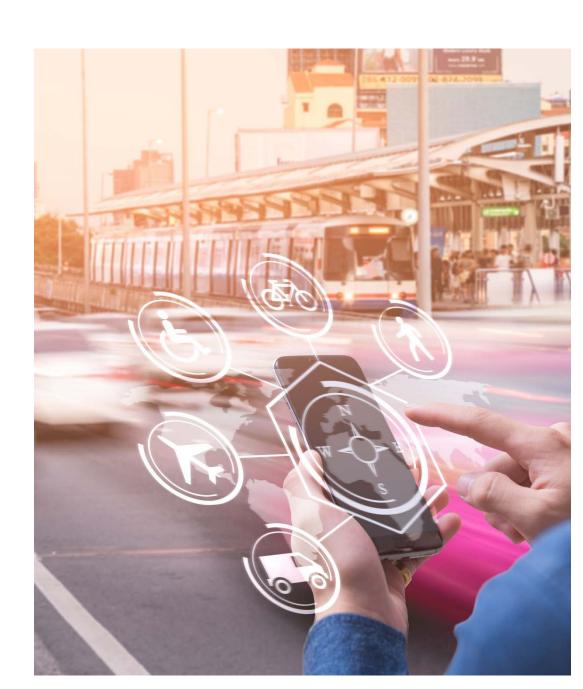
## Mobility as a Service

1. What?

2. When?

3. Why?

4. How?



# Nail it or fail it....

#### Integration

\*Technical interoperability

\*\*Access to market

#### Better than owning our own car

- \*Flexible
- \*\*Reliable

#### Based on the best local ingredients, but also...

- \*Scalable
- \*\*Roamable



#### Piia Karjalainen

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#### Right now

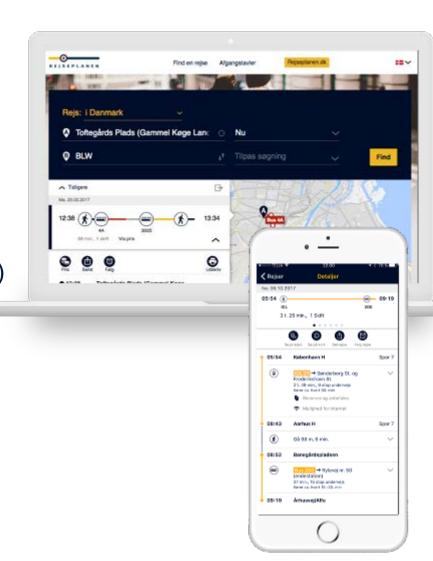
90% of Danes know Rejseplanen.

75% of Danes use Rejseplanen.

 3.5 mill downloads of Rejseplanen's apps.

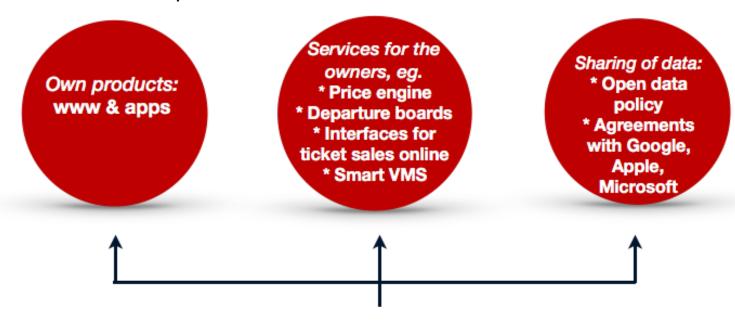
 40 mill requests for journeys a month. (85% from mobile phone)

 500+ companies receive open data from Rejseplanen (among them Google, Apple, Baidu and Microsoft).

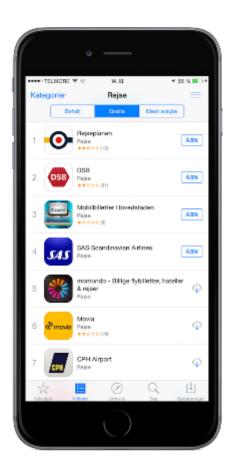


#### Produces three areas of service:

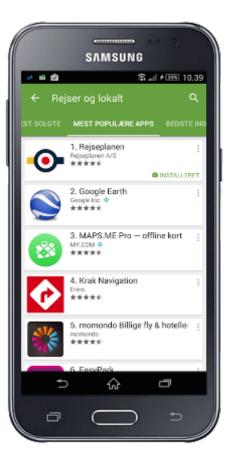
- 1. Rejseplanen has its own brand and platforms: www and apps
- 2. We also supply white label services for our owners that build these into their own customer facing solutions
- 3. And we share open data



#### In the top 5



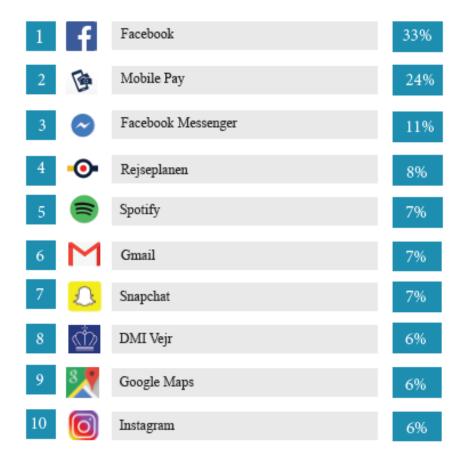




#### In the top 5



#### In the top 5

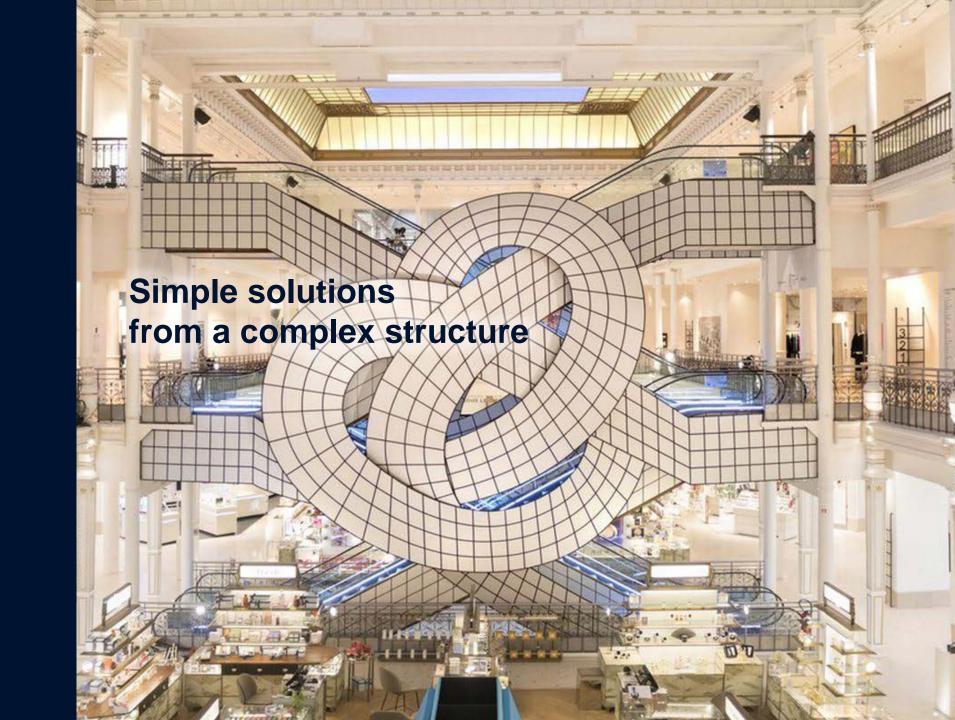


Source: Audience Project september 2017

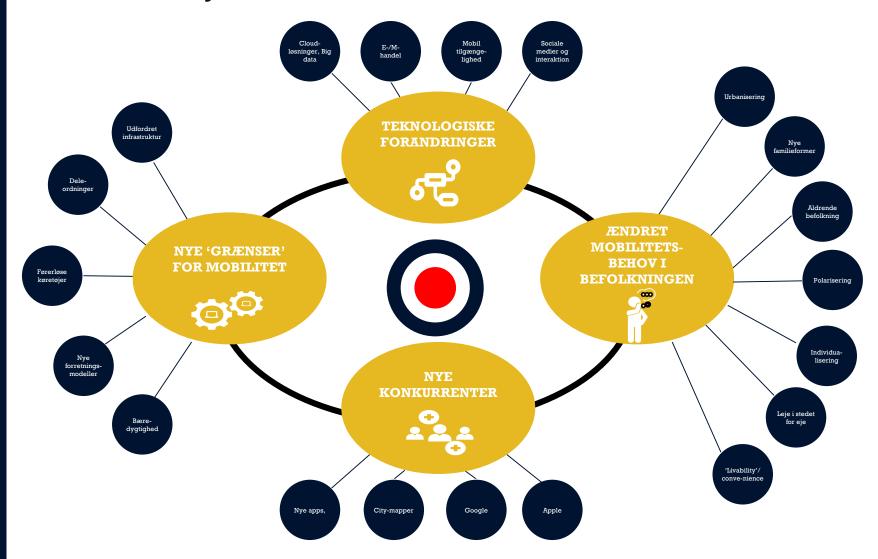


#### Born digital – grown on big data

- Rejseplanen was born together with the internet.
- Rejseplanen is grown on public transport data (DSB, Metro, Movia, FynBus, Sydtrafik, Nordjyllands trafikselskab, BAT og Midttrafik).
- Over time more private companies like Arriva, Flixbus, ferries, private bus companies etc. deliver data and thus get their journeys shown in the journey planner, through the APIs and in the departure boards suppled by Rejseplanen.
- Rejseplanen collects all transport data:
  - planned
  - Realtime
  - disturbances
  - prices
- By always placing the customer at the center we make it easier for them to utilise public transport.



## An ever changing world means we must learn and stay relevant



# Trængslen i de danske storbyer stiger voldsomt: Bilister bruger 150 procent mere tid i trafikken i 2030

Af Jonas Stenbæk Christoffersen joch@berlingske.dk



Der bliver tættere mellem bilerne i København og de andre store by mod år 2030. De Konservative foreslår, at der bliver nedsat en trafik kan udarbejde skitsen til en bred og langsigtet transportplan, der lø trafikale udfordringer. DF er positive, men regeringsfællerne i Vens

anskerne skal vænne sig til mere ke og langsom kørsel. Alene i centrum if de fire største byer vil en rejsende bil bruge 150 procent mere tid på trængsel i 2030 i forhold til i 2015, vier fremskrivninger, som en ekspertgruppe edsat af Transport-, Bygge og Boligministeet offentliggjorde for nylig

På den baggrund foreslår de Konservative t, at der bliver nedsat en trafikkommission orbindelse med finansloven senere på året. n skal udarbejde et grundlag for en bred langsigtet national infrastrukturplan, der afatter hele det trafikale område i Dan-

Vi har behov for en ny, stor plan, så vi ikke i stå, men bliver ved med at udvikle Dank, e siger Rasmus Jarlov (K), der er transordfører og tilføjer:

lvis vi nedsætter en kommission, kan den e med en plan, der er klar umiddelbart næste folketingsvalg.«

rlingske kunne for nylig berette, at polifra både Dansk Folkeparti, Socialdemot og regeringspartierne er enige om, at ark har behov for en langsigtet plan for en i Danmark - som bliver bakket bredt iketinget. Det vil gavne både den enansker i trafikken og væksten i landet. an skal om på den anden side af 2020, en kan blive sat i værk, da der er sat en på de offentlige investeringer, fordi



Arkivfoto: Dennis Lehmann

man frygter nomi.

Enighede vatives fors! bart positivt ingen grund lingerne:

»Jeg kan indtil en fir kostningst mission, < s stiansen (D

Regerins mod, at en »Vi har a

udmærket. i landet. S transporto Uden Ve

forestille s noget i for handlinge

> Læg afgil Men måsk

portplan i

det eneste svar pa vores udfordringer ken.

Mogens Fosgerau, der er professor portakonomi ved Københavns Univ anbefaler i stedet en kontinuerlig pr

«Man skal have en planlægning» som man opdaterer med tre til fire lemrum, så man har en løbende plan af vores transportpolitik og infrast

ALKIVIOTO: Dennis Lenmann

#### BILTRAFIK

A from

#### Trængsel vil koste os endnu mere tid fremover

I 2030 vil hver rejsende i centrum af Danmarks fire største byer bruge godt 150 procent på trængsel end i 2015. I forstæderne til de samme byer stiger den tid, folk bruger på tra med 65 procent - og mellem forstæderne og de store byer stiger den med 101 procent.

	Stigning i rejsetid 2015-2030	Så meget rejsetid k trængsel, pr
Centrum i de fire største byer	149 pct.	19 p
Forstæderne i de fire største byer	65 pct.	14 p
Mellem centrum og forstæder	101 pct.	18 p
Mellemstore byer	9 pct.	10 p
Land og mindre byer	8 pct.	15
Mellem byer	54 pct.	7;
Øvrig	34 pct.	51

Berlingske Grafik: Malling Kilde: Ekspertgruppen: Mobilitet for Fremtiden. Rapport udarbejdet for Transport-, Bygnings- og Boligmi



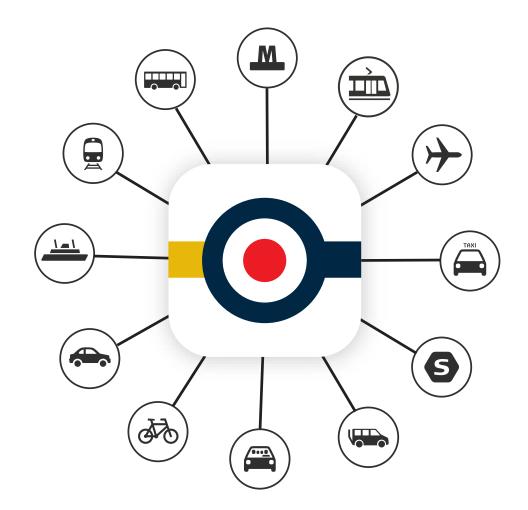
# When we say integrate. We mean integrated. This is the future





#### The digital transformation starts with pilots

- 1. The rural pilot
- 2. The urban pilot
- 3. The payment pilot
- 4. The flight pilot





#### The rural pilot

- Pilot project to make a Multimodal apps that integrates car-pooling, taxi and demand responsive transport in Northern Jutland into the "normal" journeyplanner
- App to launch in may 2018 built upon Rejseplanen's existing platform and brand



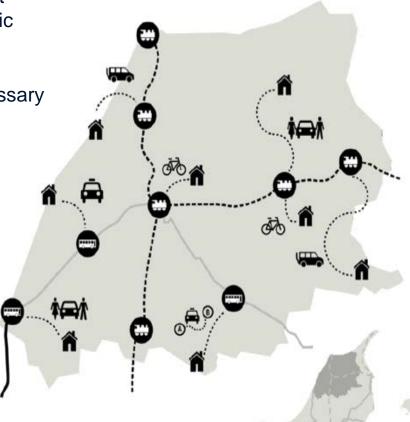
### **Public and private**

Strengthen mobility in rural areas

 Make people realise that you can get access to the "main network" of public transport (grey/dotted lines)

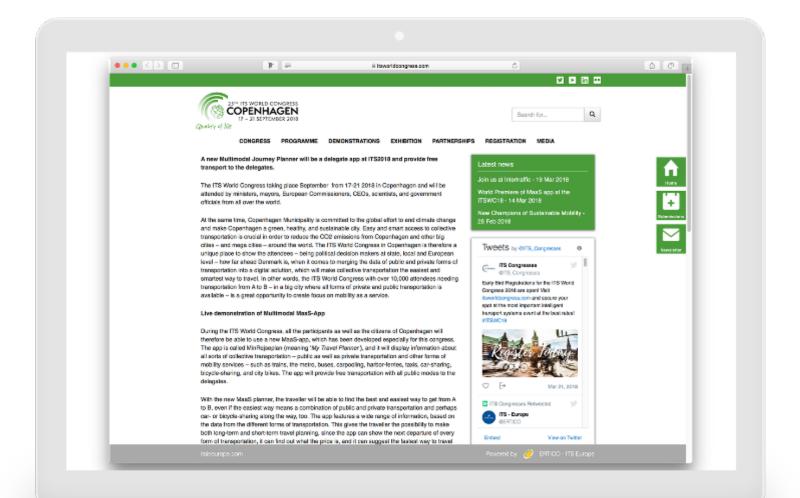
The car is not the enemy but a necessary part of many peoples' lives

Demand Responsive Transport is central

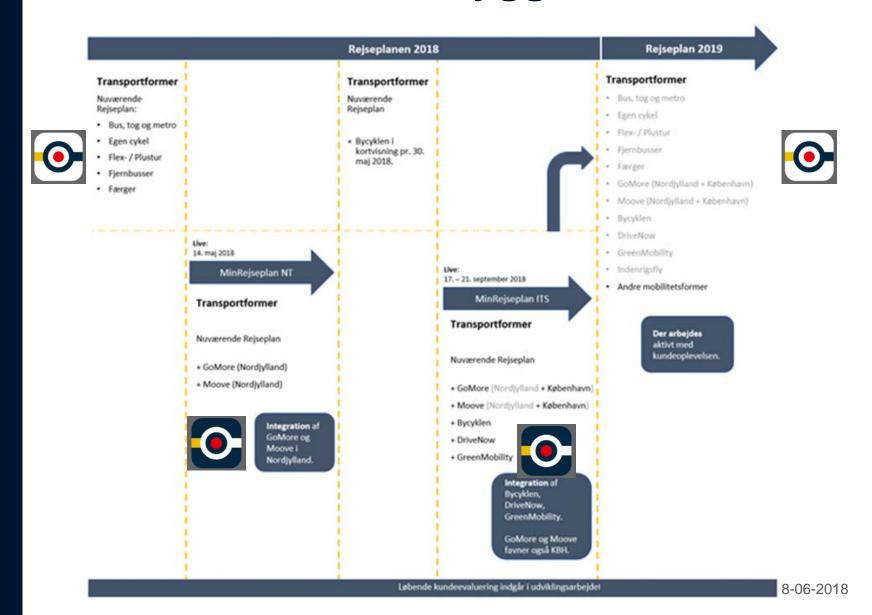




#### For the whole world to see



### Det kører mens vi bygger om





## The payment pilot - Bornholm integrated ticketing solutions

- Aim: Make the customer's ease of travel even higher
- Rejseplanen's apps has Dec 5th, 2017 launched an integrated ticketing solution on Bornholm
- The customer finds his journey and pays it swiftly with MobilePay (2nd most popular app in DK)
- This solution is a nice and easy way for the customer to purchase a ticket

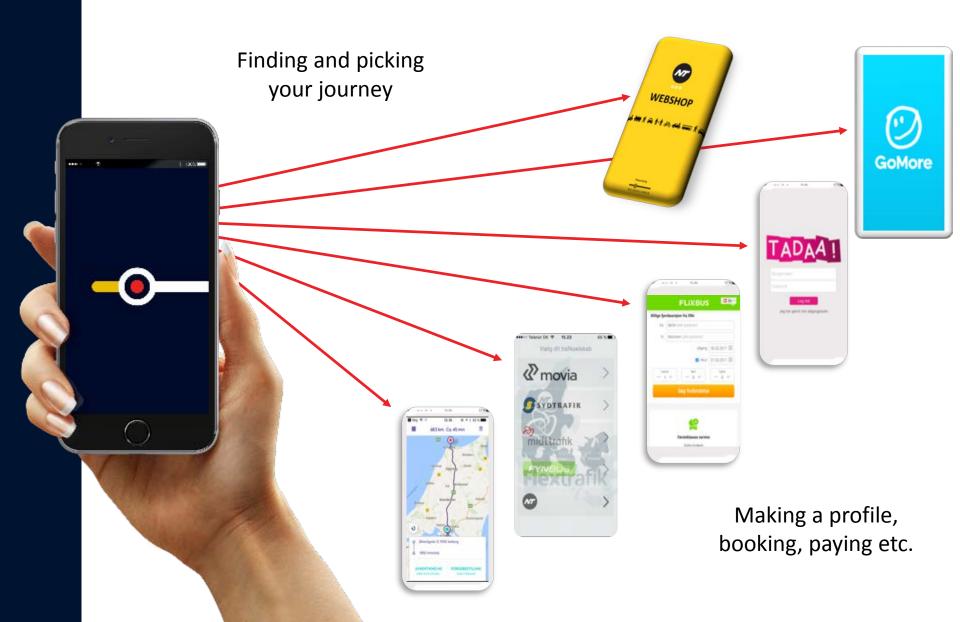
#### **Seamless payment**







### An array of partners







### The flight pilot











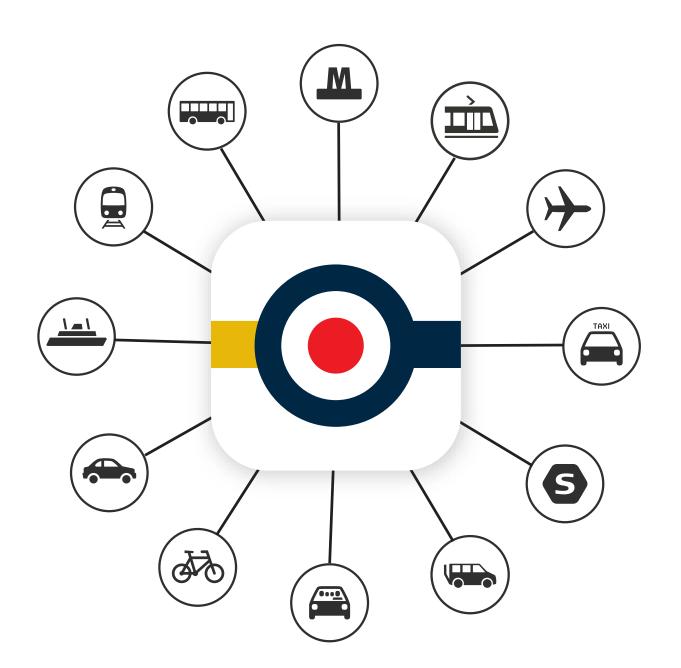






#### **Summary**

- Rejseplanen is in the top 5 services and apps among the danes
- Build on public transport
- During 2018 we will integrate all kind of transport/mobility forms
- Rejseplanen will display all means of transport both public and private
- We implement the strategy with small pilots and disrupt ourselves
- Payment will be integrated and more easy, on the way to MaaS.
- We take small incremental steps and adjust the strategy every 6 months in today's fast-changing digital world
- Rejseplanen is part of the Danish digtial infrastructure
- Big data new insigths better solutions



## Thank you



chv@rejseplanen.dk

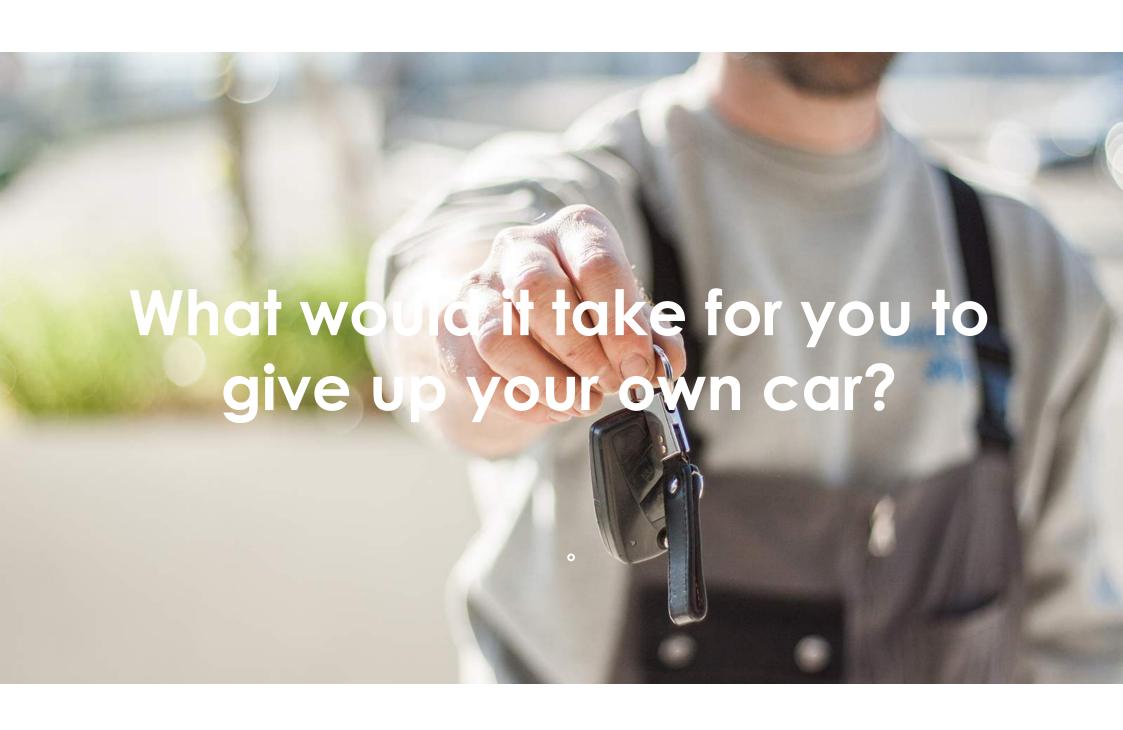


# Mobility as a Service The End of Car Ownership?

Jonna Pöllänen / Head of Early Markets / MaaS Global Ltd

Twitter: @jonnapollanen, @WhimHQ / @maas\_global

111



503 €\*

85%

29%

4%

Average cost of owning a car in Finland

Private car share of all transportation cost

Of transport trips made by private cars Private cars in use of their life cycle

# In United States, the average cost of a car is annually \$9,122

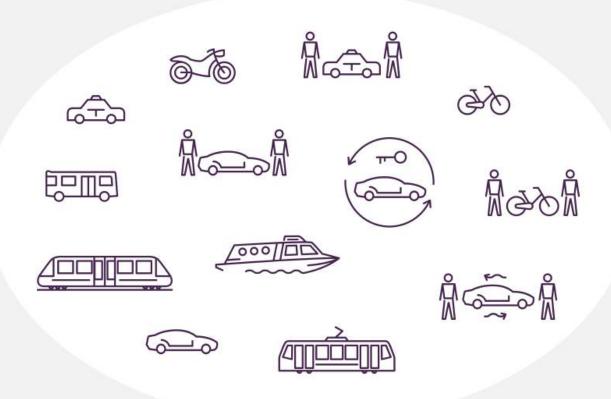
Source: AAA (https://newsroom.aaa.com/2013/04/cost-of-owning-and-operating-vehicle-in-u-s-increases-nearly-two-percent-according-to-aaas-2013-your-driving-costs-study-archive/)

# \$760 per month – what could we provide with that same money?

Source: AAA (https://newsroom.aaa.com/2013/04/cost-of-owning-and-operating-vehicle-in-us-increases-nearly-two-percent-according-to-aaas-2013-your-driving-costs-study-archive/)

## What if all transportation was converged...

## ...and tailored to your need as monthly packages?







# The dream of tomorrow is not just open highways, it is open world

# From ownership model to Freedom of Mobility



Today:
Car Ownership with all related inconvenience



Tomorrow:
Ultimate Freedom with variety of services worldwide

# Mobility operator as your new mobility insurance



#### Pay as you're moved:

- Bike and segway service included
- 20 cents per minute in vehicles with others in
- 30 cents per minute for a nice car
- 50 cents per minute for a personal driver
- Only vehicles that use renewable energy

#### 15 minutes package for 135 € / month:

- 15 minutes from call to pick up with no more than 15 minutes delay compared to driving.
- No parking hassle





#### Business world package for 800 € / month:

- 5 minutes pickup in all EU
- Black car status everywhere
- Working conditions guaranteed



- All your fides combined
- Morning tea included
- Tinder extension for a great weekend
- Movember special rides



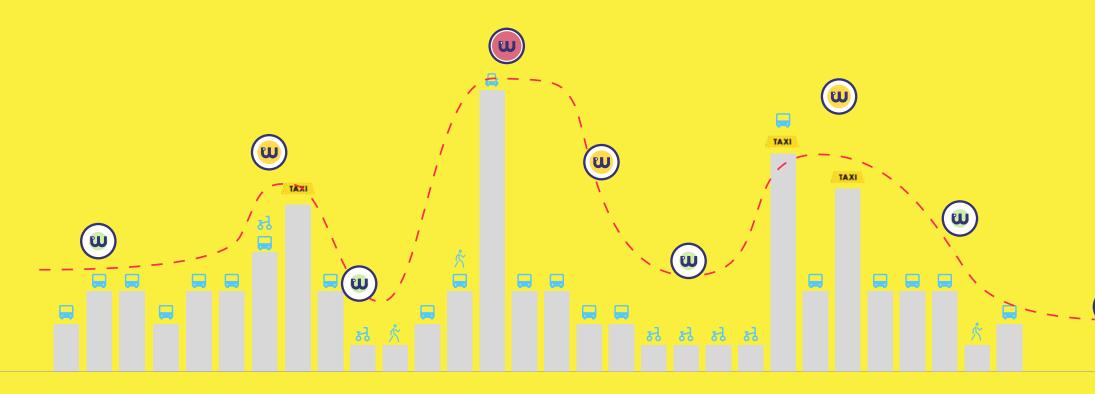




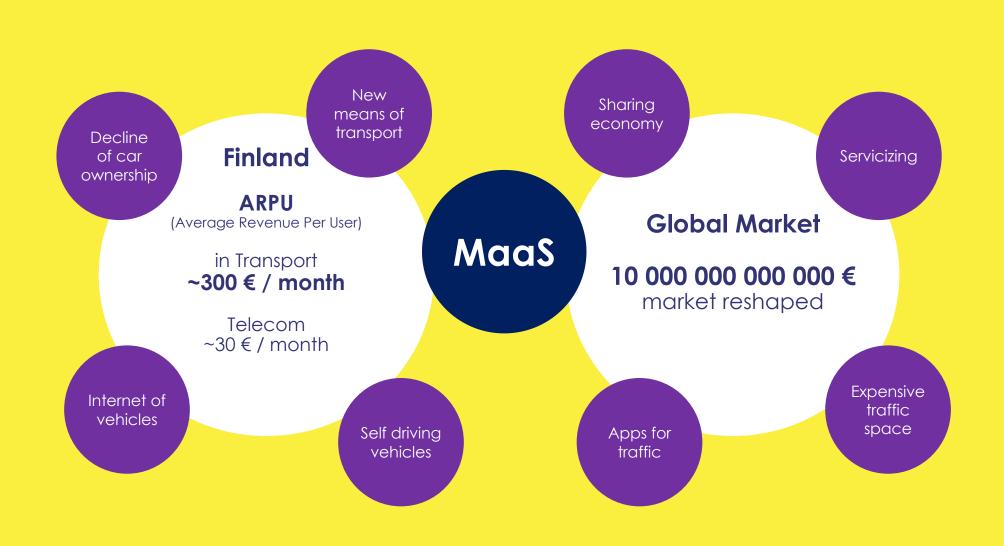
- Enough space and child seats guaranteed
- Always traceable and safe trips for kids
- Includes one long family trip every month
- Home delivery included

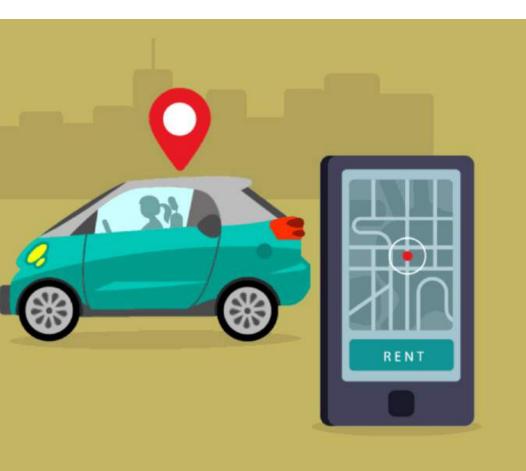
\*Packages are examples

# Mobility offering to fit to individual's changing mobility needs









### Access, not ownership

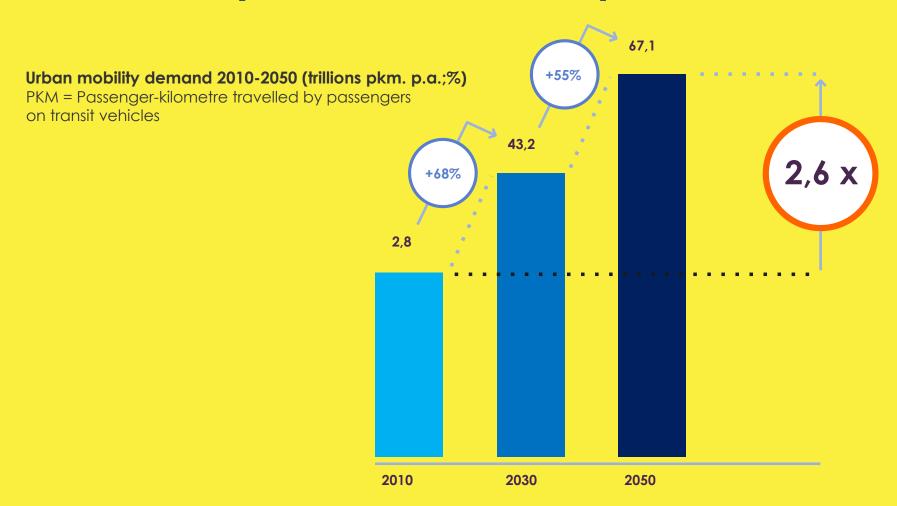
It's not just homes: Millennials have been reluctant to buy items such as cars, music and luxury goods. Instead, they're turning to a new set of services that provide access to products without the burdens of ownership, giving rise to what's being called a "sharing economy."

"25 YEARS FROM NOW, **CAR SHARING WILL BE THE NORM**, AND CAR OWNERSHIP AN ANOMALY."

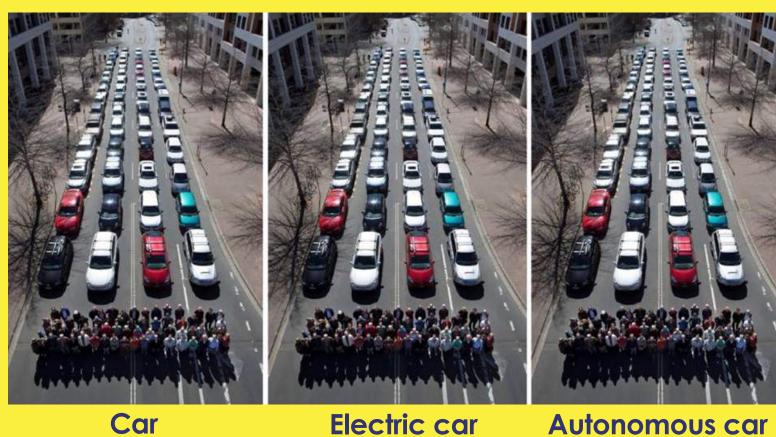
- Jeremy Rifkin, Author and Economist

Source: Goldman Sachs Global Investment Research

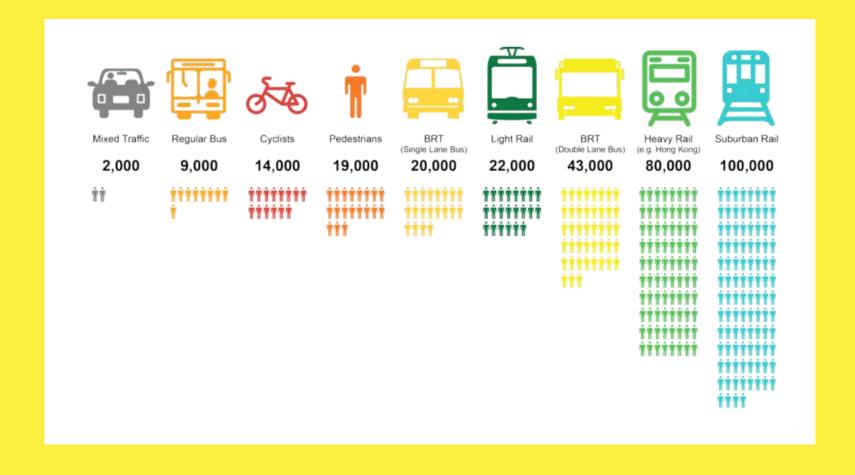
### Urban mobility demand will explode



### Space required to transport 48 people



### Making the most out of scarce road space



# "Your every move on a whim."

First real examples of Mobility-as-a-Service



## Whim by MaaS Global

- We are a Finland-based, fast-growing company enthusiastically building the future of mobility as the world's first MaaS operator
- Our award-winning solution WHIM is in use in Finland, United Kingdom and Belgium, and underway in various locations such as Austria and Netherlands
- Investments: 15.4M€ Transdev, Toyota Financial Services, DENSO, Karsan, Veho, Aioi, and other smaller shareholders







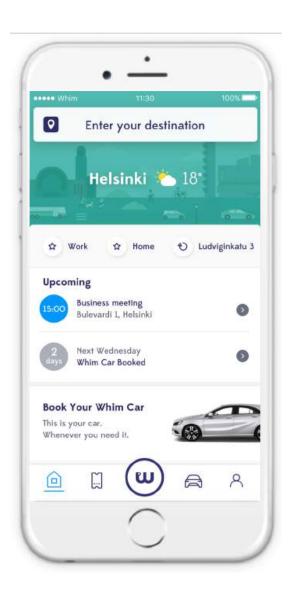


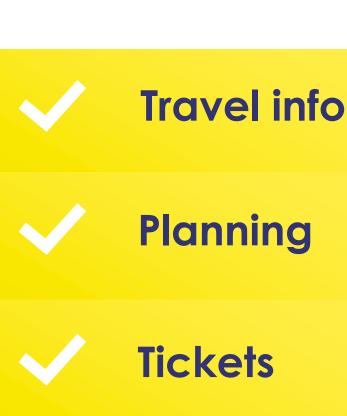






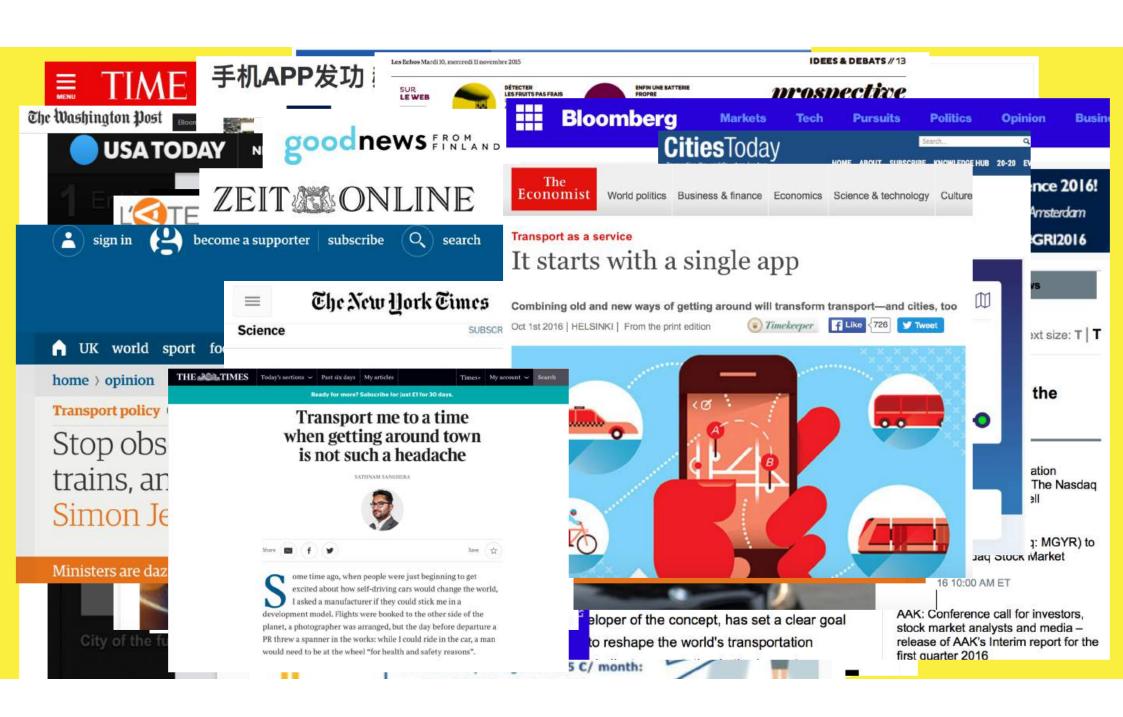


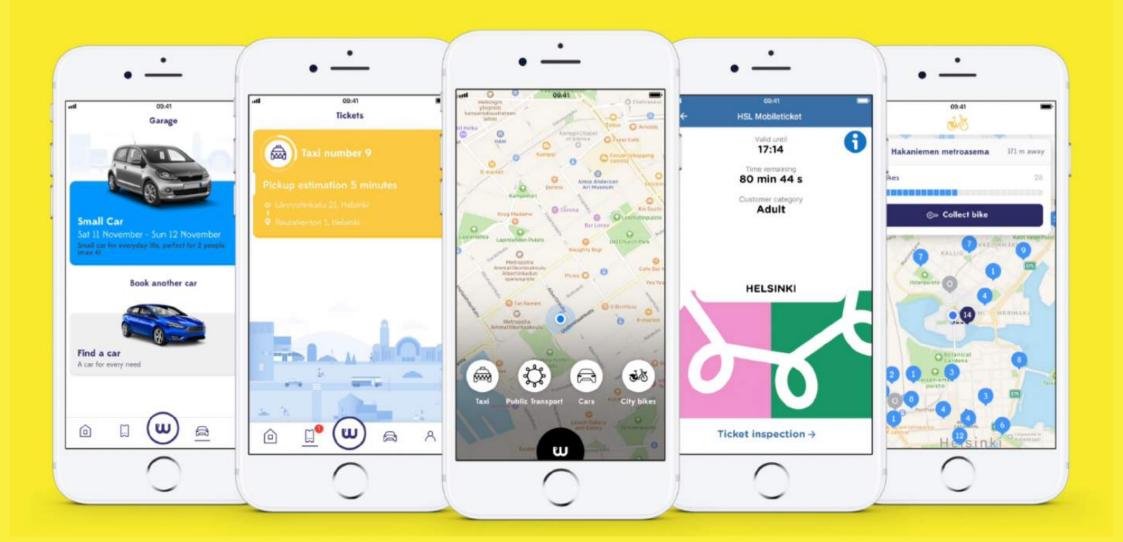












# The world's first **unlimited** travel package **including payments**







#### to go

Pay-as-you-go.

Download for free from whimapp.com

#### urban

Unlimited Public Transportation and Bikes.

Taxis max 10€ per ride (within 5 km radius).

Fixed fees for rental cars with unlimited mileage, starting at 49€ per day.

#### unlimited

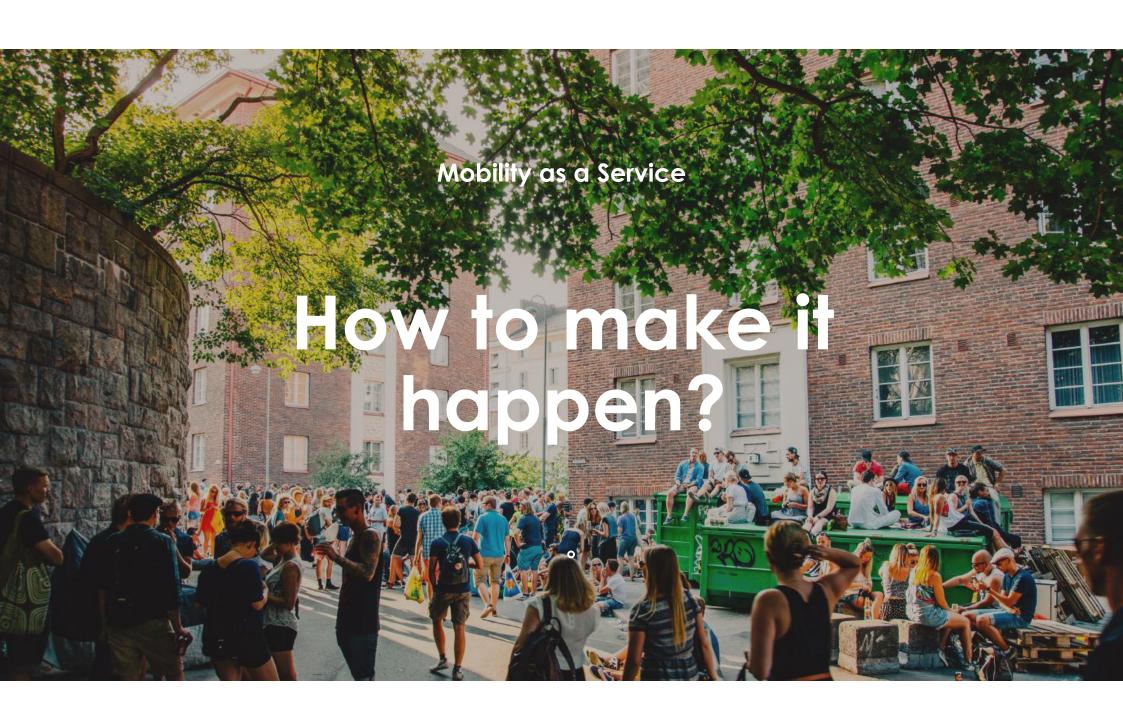
All modes of transportation, for all your needs, with unlimited usage, all month long.

Price less than car ownership.

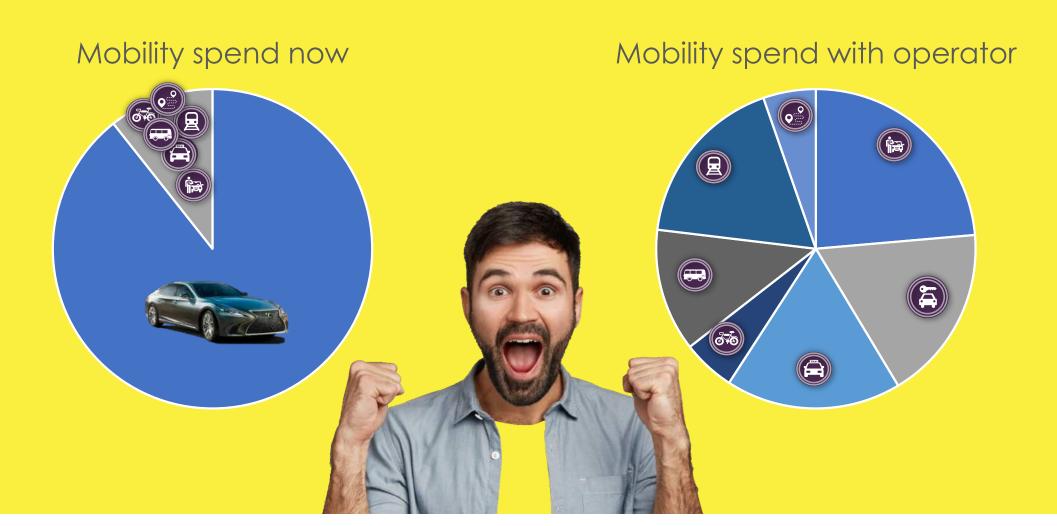




Money shifts from expensive car costs to use of different services

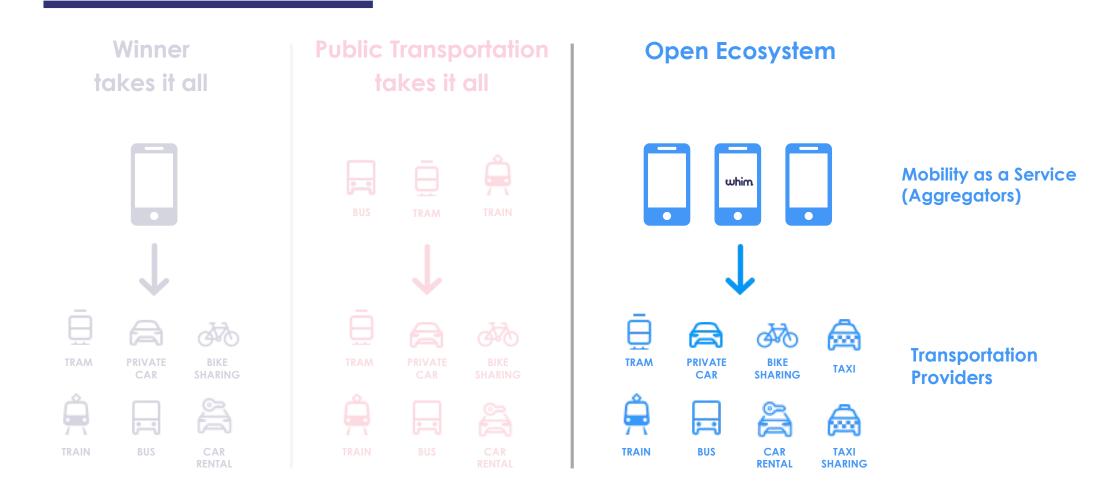


### **Business Model**



- Step 1: Willingness for cooperation
  - Contracts between transportation providers and MaaS operators to buy transportation from at least
    - Public transport (urban, intercity)
    - Taxi or taxi-like service
    - Access to car (car share, car rental etc.)
    - Bike sharing
- Step 2: Technical readiness
  - API's allowing 3<sup>rd</sup> party service providers including
    - Information about transportation services (timetables, routing, locations, disturbances etc.)
    - Background payment, hailing, ticketing, validation
  - To learn more about technical integrations for MaaS, go to: www.maas-api.org
- No need for city financing, just co-operation and active enabling
- If a city or government wants to speed MaaS, incentivize the end-user

## It is mobility ecosystem, not ego-system

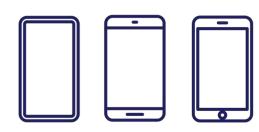


## **Freedom of Choice**









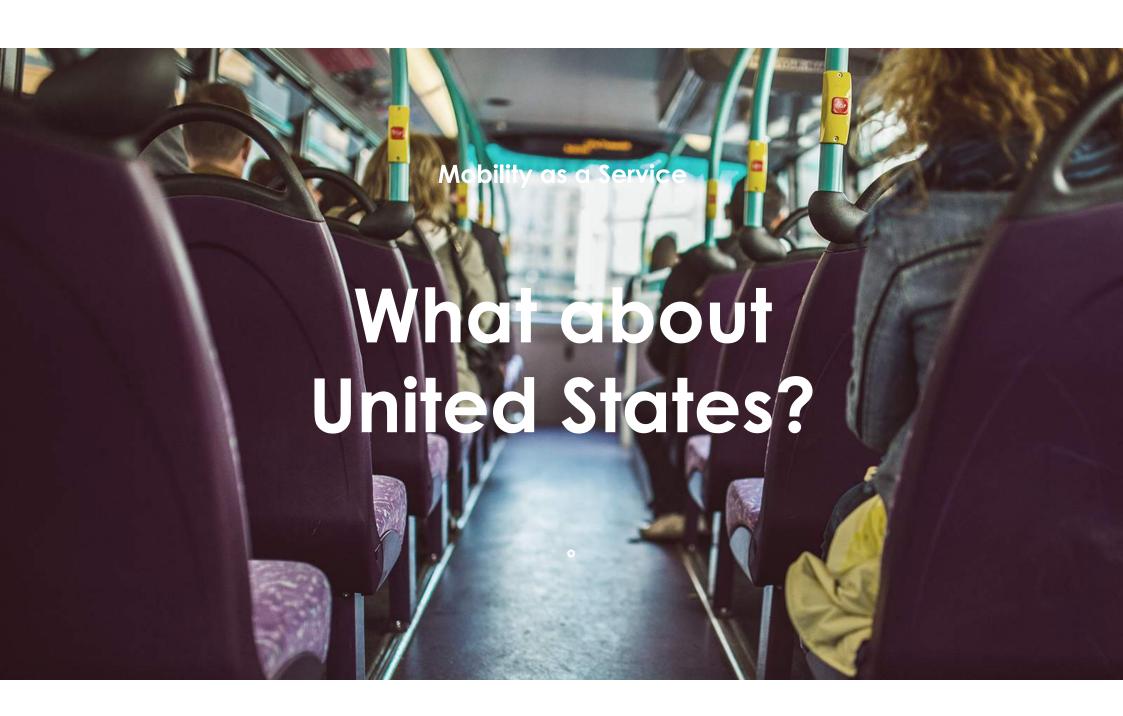
open competition







roaming in transportation



#### **Potential obstacles**

- Public transit is partly incomplete MaaS could end-up being very car-centered
- Requires several players to work in an ecosystem,
   not an ego-system joint timelines need to be met
- Technical building blocks are mandatory

## Opportunities in the United States

- Massive amount of innovation and supply
- Trends are there access, not ownership
- Authority management is pro-market

#### How to speed up getting MaaS to US?

#### 1. Make yourself digitalized

Create an API to your services to work with 3<sup>rd</sup> party service providers

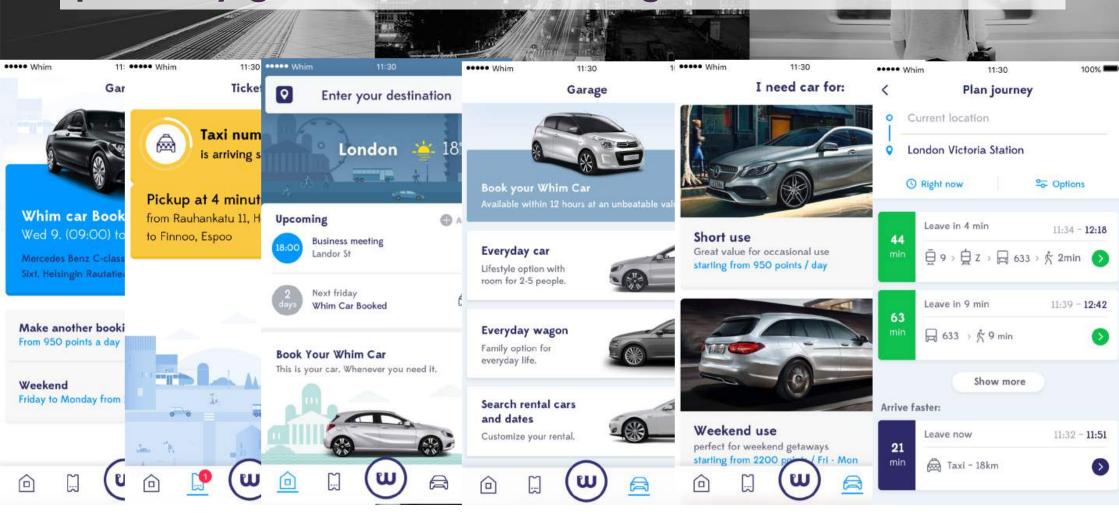
#### 2. Take leadership and enable

- Mobility as a Service is a growing market, we don't have all the answers yet – try and learn
- If you are a city: act as a facilitator to bring all the relevant TPSs around the same table and support the market creation

#### 3. Incentive

 Don't incentive MaaS operators, incentive end-users to affect to their modal split

# Helsinki vision: "2025 in Helsinki you can live a perfectly good life without being forced to own a car"



# Thank you!

Jonna Pöllänen

Head of Early Markets (MaaS Global) +358 50 3379 382 jonna.pollanen@maas.global

www.whimapp.com www.maas-api.org

# Mobility as a Service DART Case Study

Presented by

#### **Gary Thomas**

President/ Executive Director Dallas Area Rapid Transit Dallas, Texas







#### A GROWING AND DIVERSE REGION

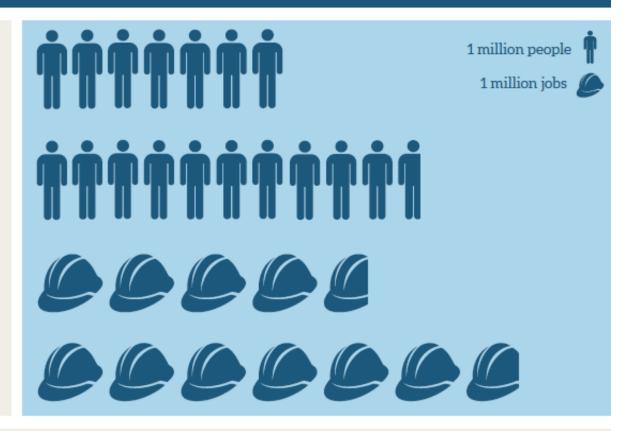
The Dallas-Fort Worth area is the fourth largest metropolitan region in the country in terms of population – and it is growing. With a current population of 7 million, the area adds approximately 1 million people every decade. By 2040, the region will be home to nearly 10.7 million people and will provide 6.7 million jobs.

CURRENT POPULATION: 7.0 MILLION

> 2040 POPULATION: 10.7 MILLION

CURRENT EMPLOYMENT: 4.6 MILLION

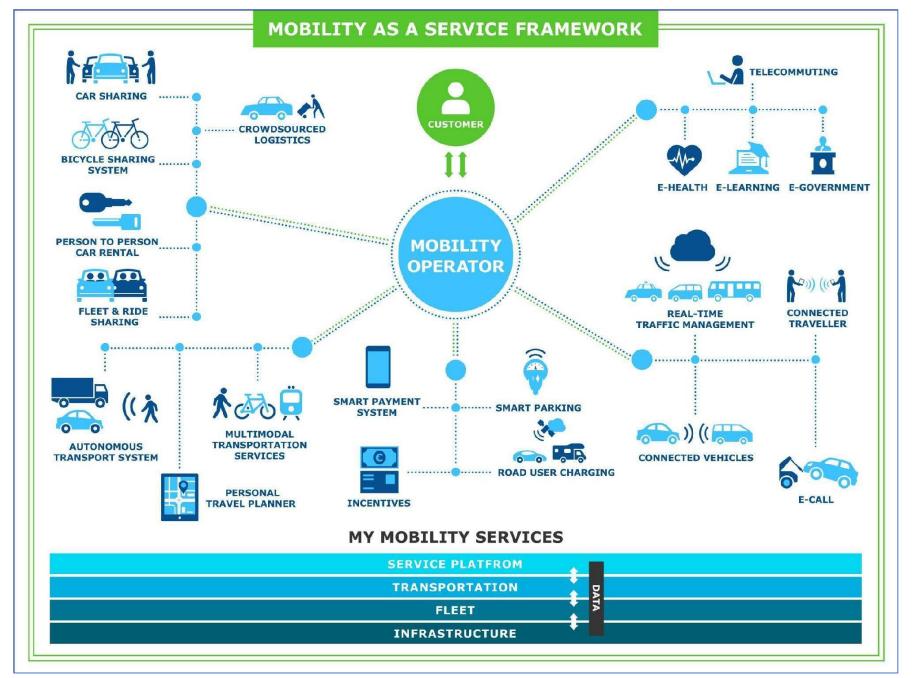
> 2040 EMPLOYMENT: 6.7 MILLION



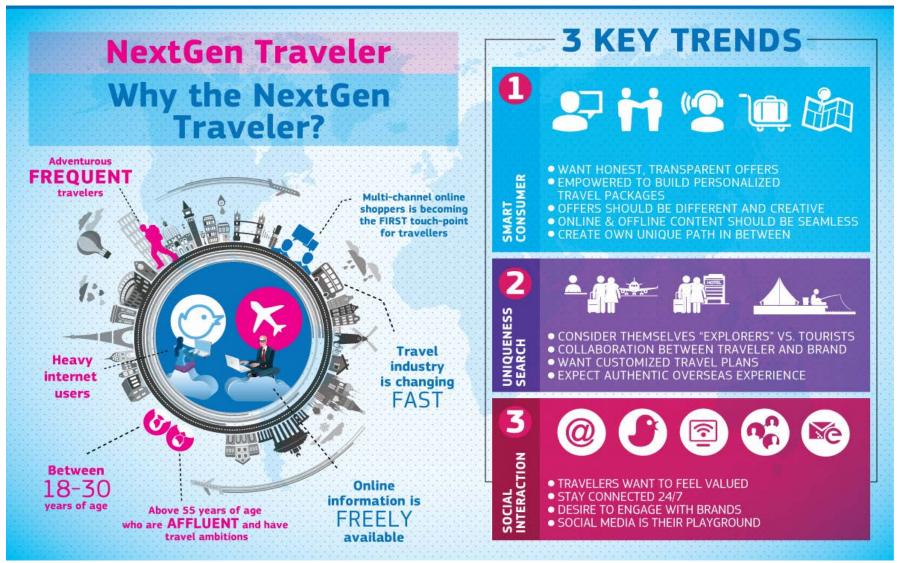
The region's population and employment are expected to grow by 53 percent and 47 percent, respectively. This growth will increase demand on the region's already congested transportation system.

# Why MaaS matters to transit

- Introduces seamless multimodal travel
- Strategy for helping urban density as it continues to grow
- Plan for managing rapid changes in the ecosystem of transportation infrastructure, services, information and payment acceptance
- Vehicle for matching demand with supply
- Response to expected real-time needs and wants of customers
- Approach for reducing traffic congestion
- Increases job access for low income riders



## **Driving Force Shaping MaaS**



# How DART is integrating MaaS

#### **Driving Factors**

- Provide single interface solution
- Deliver a "one-touch", single payment transaction
- Develop a clearinghouse portal
- Integrate equitable MOD options to DART's portfolio of public transit options
- Lower the cost and expand the reach of public transportation

# The Last Mile

Increasing transit accessibility







SITE-SPECIFIC SHUTTLES



CAR SHARING/ CAR CLUB



BICYCLING/ BIKE RENTAL/ BIKE SHARING

TAXIS/ RIDE SHARING



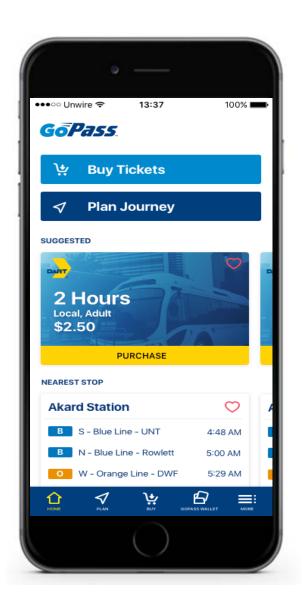


The terms "first mile/last mile" refer to the distance a person must travel to get to or from a transit stop. DART is working with transportation partners to increase the options available to bridge that distance and make riding transit a viable choice for more people.

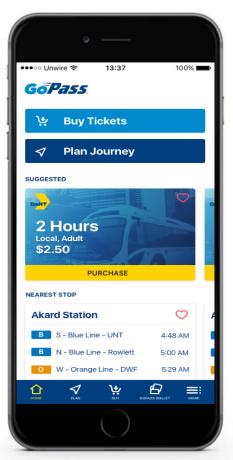


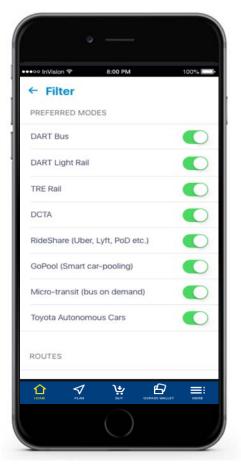
## **Project Description**

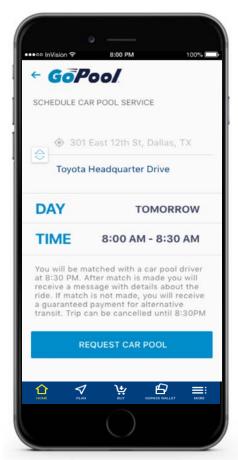
- Update GoPass' Software Development Kit (SDK)
  to leverage APIs of key mobility on demand
  providers including taxi, TNCs, bike and car share
  services
- Utilize GoPass' new features
   to allow customers to choose transportation modes
   based on time, cost and overall travel preference
- Integrate on demand app technology for pairing customers with DART and/or other public demand responsive providers
- Integrate Dynamic Carpooling
- Leverage DART's account-based back office
  to function as a clearinghouse portal facilitating
  revenue settlement for multiple third-party
  providers
- Deploy Technology in DART Service Area including micro transit supplemented by shared ride TNC services in both high and low income areas



## Simple Idea: Integrated Ticketing, Payment and Mobility Options





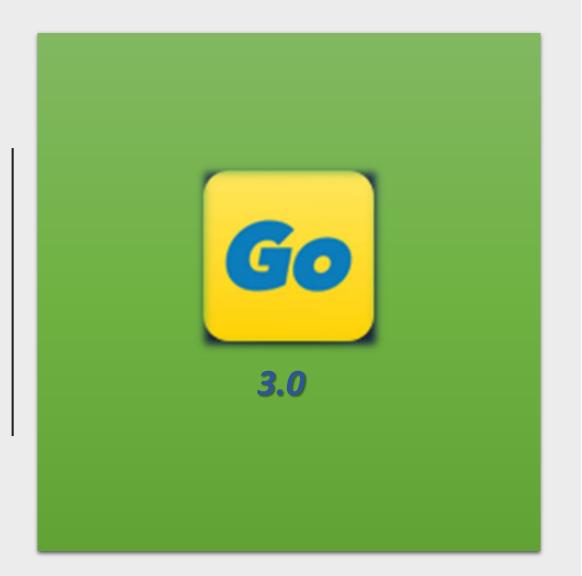


# Positive Impacts for Low Income Riders

- Provides cash-to-mobile options within the app
- Connects people to jobs throughout the region
- Creates tailor-made mobility solutions

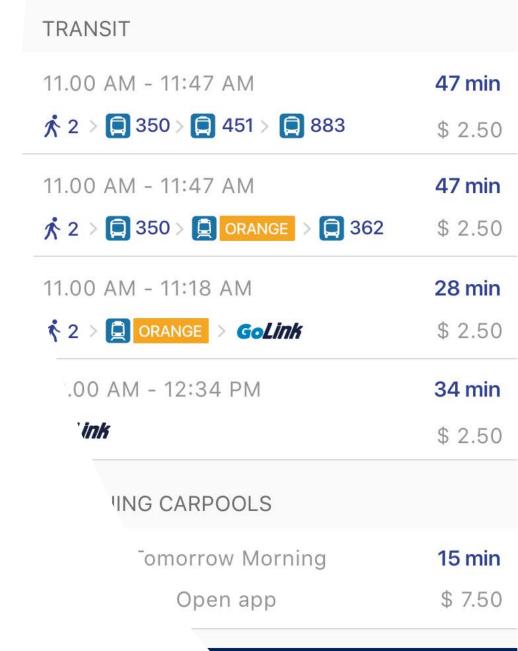


MaaS integration at DART



# Launching MaaS

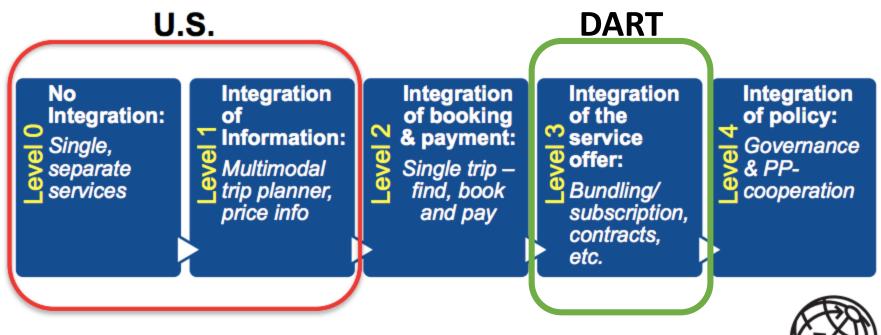
- Introducing an integrated mobility solution is best done as a "rolling launch"
- Implementing a "simple" micro transit solution is challenging
- Cross-vendor collaboration is essential in both scoping and execution phases







### MaaS Topology

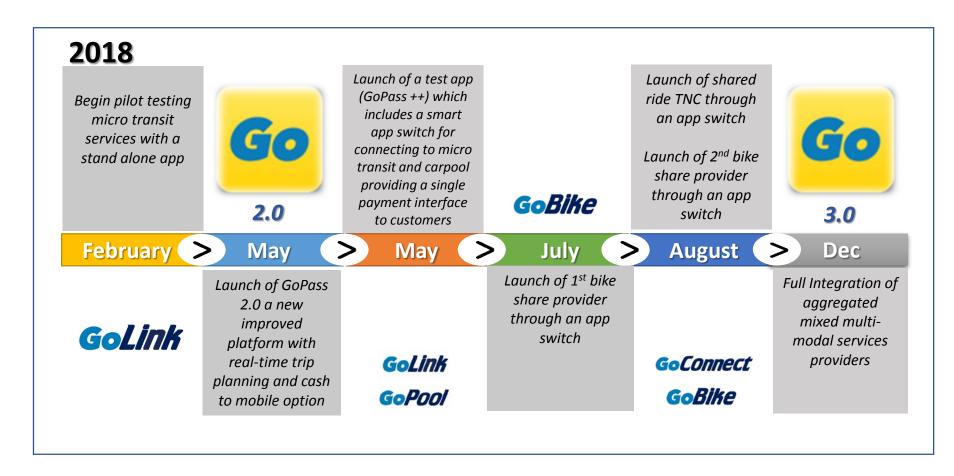


Source: Jana Sochor, Hans Arby and MariAnne Karlsson, "The topology of Mobility as a Service: A tool for understanding effects on business and society, user behavior, and technical requirements," Paper No. EU-SP1013, 2017 ITS World Congress, Montreal

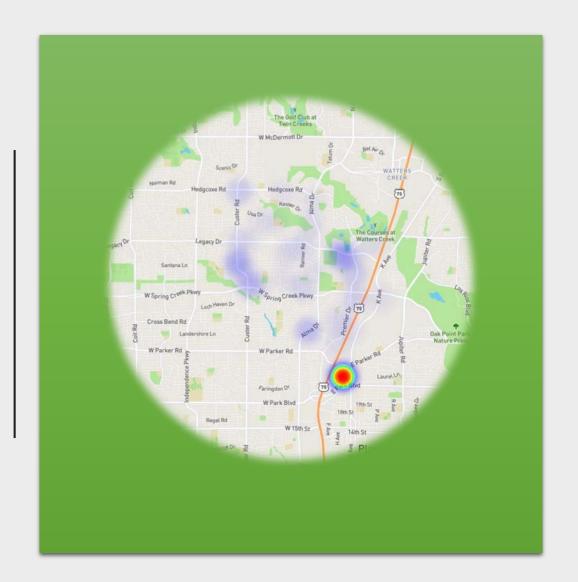
ITS WORLD CONGR

Montréal | OCTOBER 29 - NOVEMBER 2

# DART's Path to Level 3



# DART deploys MaaS

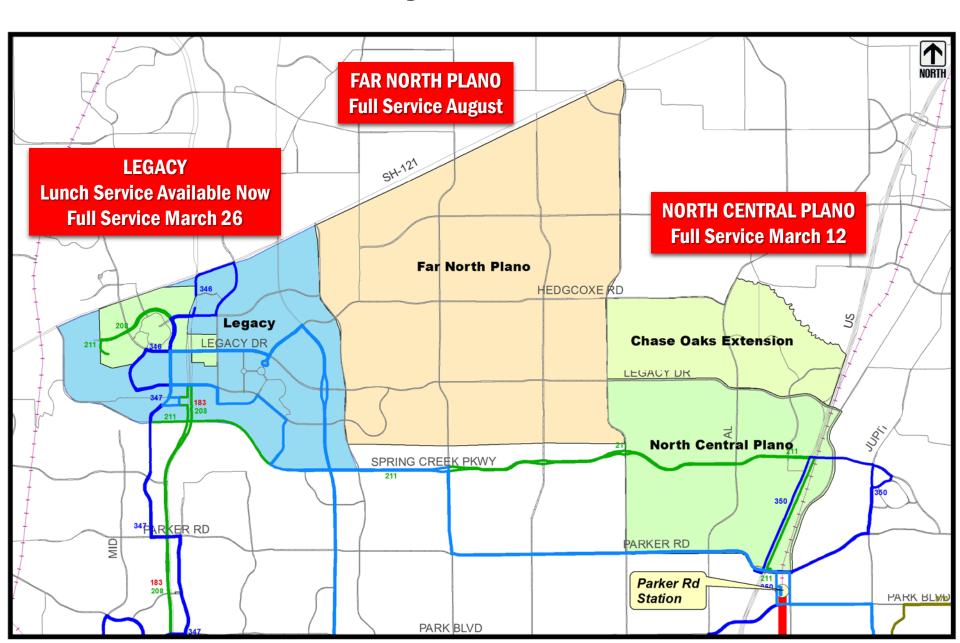


# Case Study: Legacy Lunch Pilot

- Offers microtransit shuttles in an area with gaps in public transportation services
- Pilot service includes
   Toyota North American
   headquarters, various
   retail, dining, residential,
   hotels and office spaces
- Weekdays 11am-2pm
- 3 vehicles 15-passenger size vehicles in operation

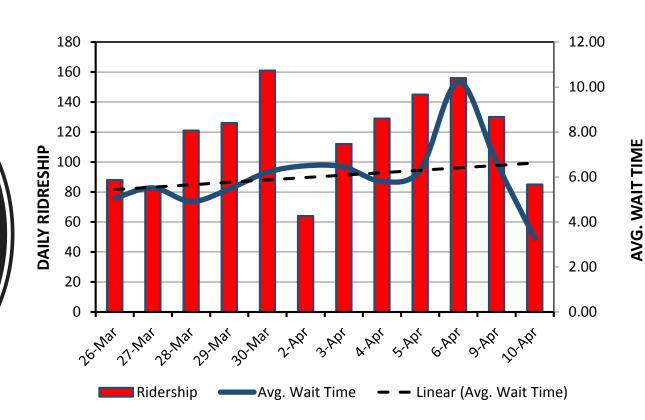


## **Plano Mobility on Demand Zones**



#### **Legacy Zone**





Average wait times are less than 8 mins, comparable to TNCs

## **Pilot Results**

- Significant ridership increases in areas with service gaps
- Decrease in call volumes due to app usage
- Substantial decline in dispatch activity creating a "hands off operation"



	Service		
Month	Days	<b>Total Trips</b>	Total Riders
17-Oct	22	262	682
17-Nov	20	225	625
17-Dec	20	331	1,165
18-Jan	21	365	1,055
18-Feb	20	<u>418</u>	1,013
18-Mar	22	2,769	3,847
18-Apr	22	5,726	6,924

## Key Takeaways

High level of interest in MaaS has sparked rampant software development activity and various P3 agreements



Although there are many pieces to an integrated journey planning and payment "ecosphere", a mastery solution has not been developed



Determining who "owns and controls" integrated mobility solutions is open for debate



Negotiating acceptable agreements with the TNCs for shared ride service and access to data to evaluate the program has proven more difficult that anticipated



"Everything-As-a-Service thinking" to provide activity planning for a complete life-cycle solution

# Mobility on Demand

**Timothy Haile** 

Deputy Executive Director, Projects
Contra Costa Transportation Authority
June 18, 2018

## Who We Are

- CCTA is a public agency formed by voters in 1988 to manage the county's transportation sales tax program and to lead transportation planning efforts.
- We are responsible for maintaining and improving the county's transportation system by delivering critical transportation infrastructure projects to safely and efficiently get people where they need to go.
- Managing entity of autonomous vehicle (AV) testing site: GoMentum Station.



# Contra Costa County, California









## What We Do



#### **PEDESTRIAN**

Make improvements to sidewalks, crosswalks, trails, and paths



#### **LOCAL STREETS**

Smooth traffic flow on major roads and invest in improvements such as repairing potholes and road surfaces



#### **BUSES**

Invest in a reliable, comfortable and convenient bus network



#### SAFE ROUTES TO SCHOOLS

Focus on programs and projects aimed at bicycle and pedestrian safety for K-12 students



#### **FERRIES**

Expand the Bay Area ferry system by looking to ferries as an alternate commute method between West County and San Francisco



#### **BICYCLE**

Invest in safe routes and infrastructure improvements for bicyclists



#### **BART**

Improve BART service and stations, extend routes and increase parking at stations



#### **HIGHWAYS**

Complete Contra Costa's highway system, and improve air quality and noise protection along these corridors



#### CARPOOL/RIDESHARE

Implement programs to reduce traffic congestion by encouraging carpooling and ridesharing



### PROGRAMS FOR SENIORS AND PEOPLE WITH DISABILITIES

Enhance transit options to improve mobility for seniors and people with disabilities





# Innovate 680

**TECHNOLOGY** 

gap closure

transit reliability

autonomous vehicles

mode shift

connected vehicles

express bus

# PERSON THROUGHPUT

commuter parking

shared mobility

Contraflow lane

managed lanes

first and last mile

on-demand transit

# Seven Strategies

1 Cool Corridor "Hot Spots"

Transportation Demand Management



Complete
HOV/Express Lanes

First Mile & Last Mile Connections

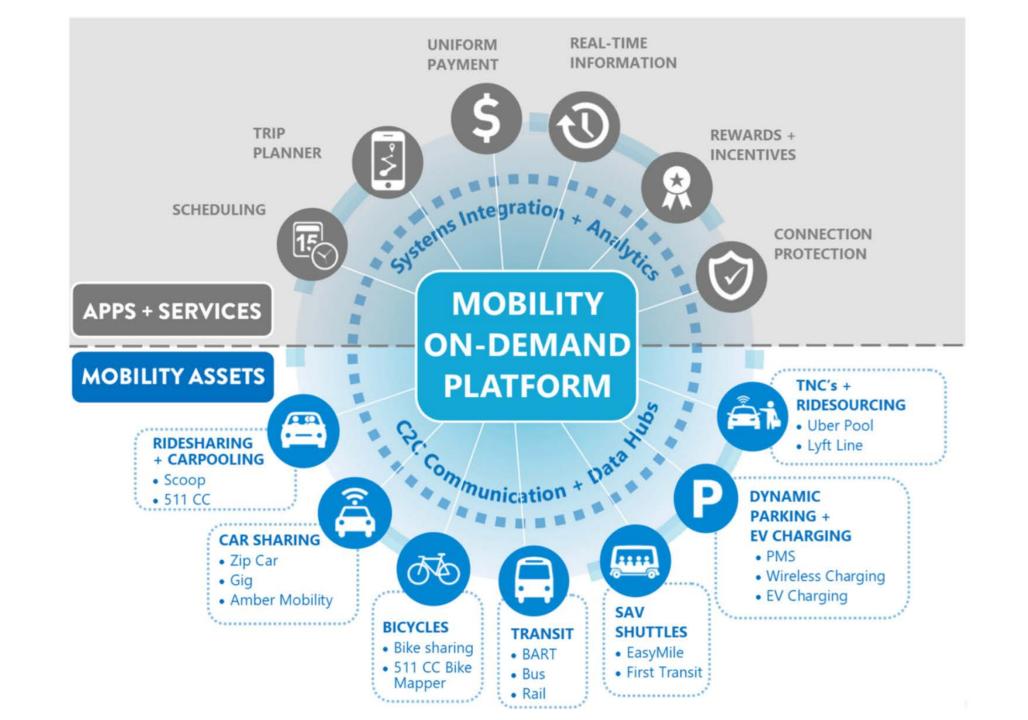


Increase Bus Service Efficiency

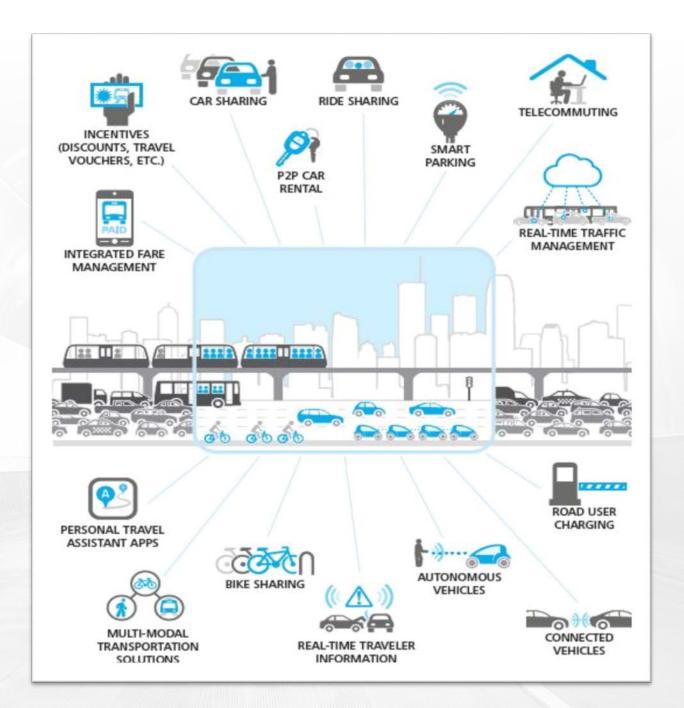
Prepare the Corridor for the Future

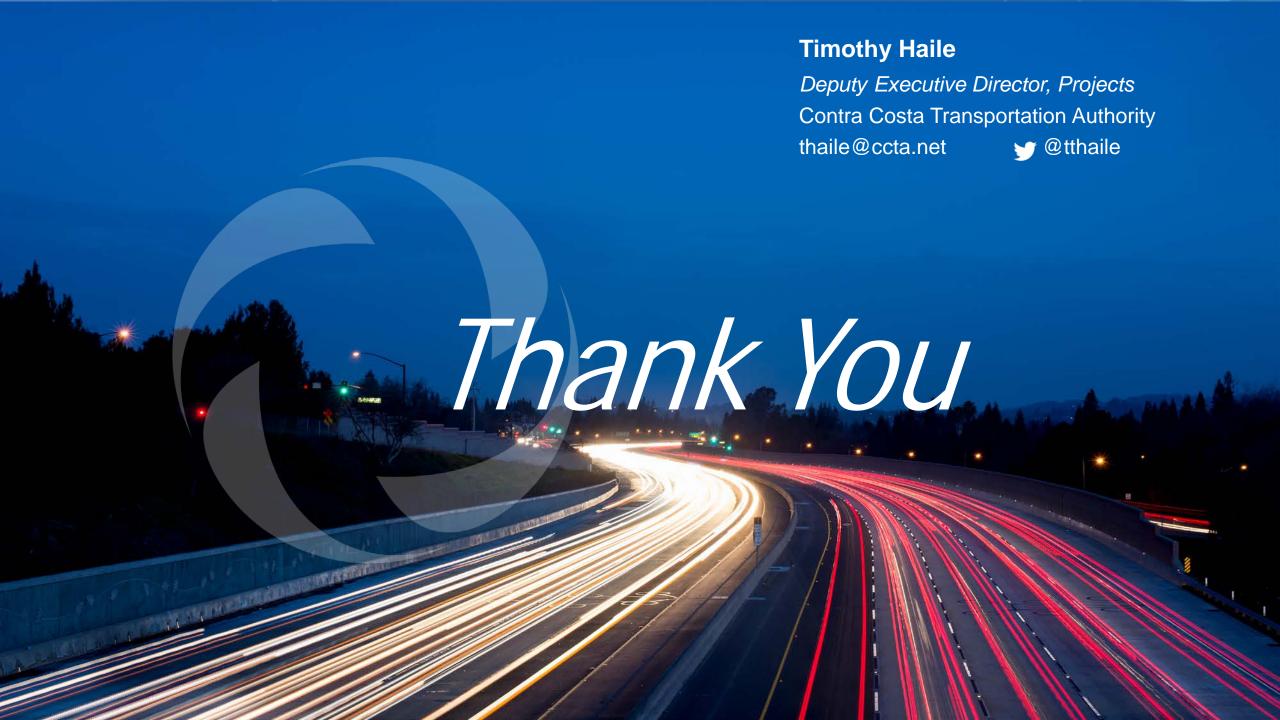


Innovative Operational Strategies



# Data Management





# **Today's Participants**

- Randy Iwasaki, Contra Costa Transportation Authority, riwasaki@ccta.net
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- Gary Thomas, Dallas Area Rapid Transit (DART), <u>gthomas@dart.org</u>
- Tim Haile, <a href="maile@ccta.net">thaile@ccta.net</a>, Contra Costa Transportation Authority

### **Get Involved with TRB**

- Getting involved is free!
- Join a Standing Committee (<a href="http://bit.ly/2jYRrF6">http://bit.ly/2jYRrF6</a>)
- Become a Friend of a Committee (<u>http://bit.ly/TRBcommittees</u>)
  - Networking opportunities
  - May provide a path to become a Standing Committee member
- For more information: <u>www.mytrb.org</u>
  - Create your account
  - Update your profile

# **Receiving PDH credits**

- Must register as an individual to receive credits (no group credits)
- Credits will be reported two to three business days after the webinar
- You will be able to retrieve your certificate from RCEP within one week of the webinar