

## Scottish Executive six month trial proposal Edinburgh Universities discounted fare :

University of Edinburgh, Heriot-Watt University, Napier University

Benefits include:

•Fully flexible Standard Class travel

•Complimentary upgrade to First Class on both legs of the journey at no extra cost

•Complimentary food and beverages on both the outbound and return leg of the journey if the upgrade to First Class is used

•Complimentary Zone 1 / 2 return underground journey for journeys originating in Edinburgh

•Use of First Class lounges

•Complimentary WiFi in First Class seats

•Product is fully refundable

Tickets must be booked by 18.00 the day before travel



## Six month trial details

Published return fare : £229 University discount : 20%

University return fare : £183.20

Published single fare : £151.50 University discount : 30%

University single fare : £106.05

Valid on EVERY Virgin Trains East Coast service between Edinburgh and London King's Cross



## Why change the way you travel?



The business case is often based on ticket price alone. There are in fact many dimensions in deciding how to travel. Just a few of these are outlined here to illustrate the bigger picture.

## Modal Shift: Looking at the whole picture

