



Clean Mobility Program (PON 5739): Mobility Solutions Provider Showcase Session 2

August 14, 2025

Agenda

- Introductions – Energetics Staff, NYSERDA Staff
- Overview of Showcase Goals
- Session A: Software and Cross-Cutting Approaches – GEOTAB, Element Fleet, DemandTrans, HyperCommute, Matcha
- Session B: EV on Demand (shuttles/buses)– GreenPower Motor Company, Motiv Electric Trucks
- Session C: EV on Demand – Circuit Transit, Via, RideCo
- Session D: EV Carshare – Envoy Technologies, Zipcar, Uber

Housekeeping

Everyone is muted upon entry

Questions and Answers

Written Questions Answered First:

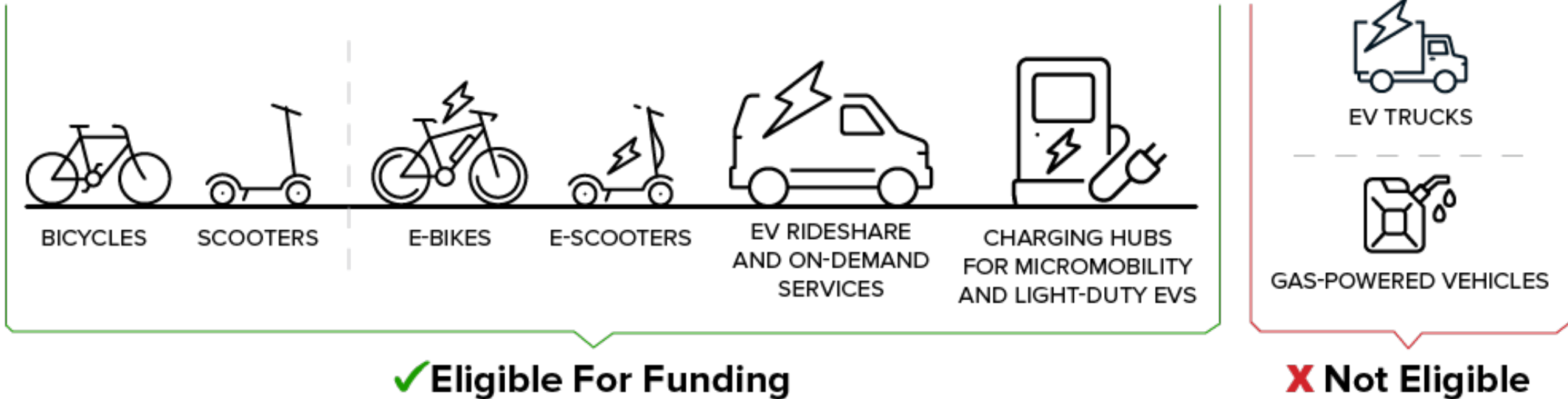
- Wendy will start by reading the written questions that come in through the chat.
- For chat questions, precede your question with which presenter (or group of presenters) the question is directed towards.

Verbal Questions Answered Second:

- Wendy will call on those with raised hands.
- Individual asking the question will be unmuted by NYSERDA Events team **for 20 seconds. Be concise!**
- All questions (written and verbal) should be directed at a specific presenter/company or clearly aimed at all presenters.

Eligible Project Types

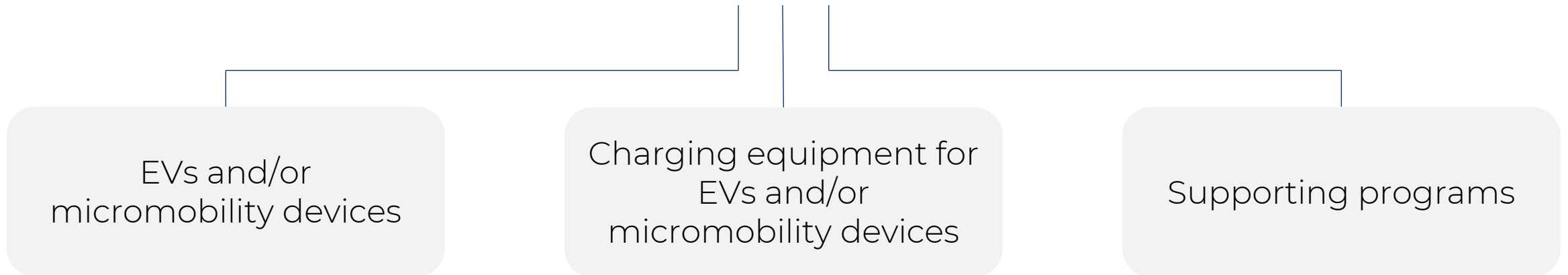
- Hardware (e.g., vehicles and charging infrastructure)
- Software (e.g., back-end and customer-facing)
- Operations (e.g., staffing and systems maintenance)





Mobility Solutions Providers:

Entities that **manufacture, supply, develop, install, operate** and/or **maintain** a transportation or mobility service, including:



Applicants may include mobility solution providers on their proposing team for Demonstration proposals. If an applicant received planning funds from Round 1 of the Program, they may not include any of the firms that developed the plan as their mobility solution provider.

Mobility Provider Directory and Showcase - Background

- These represent a non-exhaustive list of entities that may be able to provide relevant products and/or services for various potential mobility solutions as part of the Clean Mobility Program.
- Most have operated in or currently operate in New York State or have been identified through known similar directories that have been compiled by other states.
- This is for informational purposes only and does **NOT** constitute an endorsement or recommendation by NYSERDA.

Session A: Software and Cross-Cutting Approaches

- **GEOTAB**
- **Element Fleet**
- **DemandTrans**
- **HyperCommute**
- **Matcha**

GeoTab

- 25 Years driving transformation
- 2400+ Geotabbers in 20+ countries
- 700+ Partners Globally
- 55k+ Customers in 160 countries
- 4.8+ subscriptions
- >80B Data points processed daily
- Ranked #1 global commercial telematics vendor by ABI Research
- Deepest penetration in Fourtune 500
- Headquarters in Atlanta, GA



Chris Southard (christophersouthard@geotab.com)

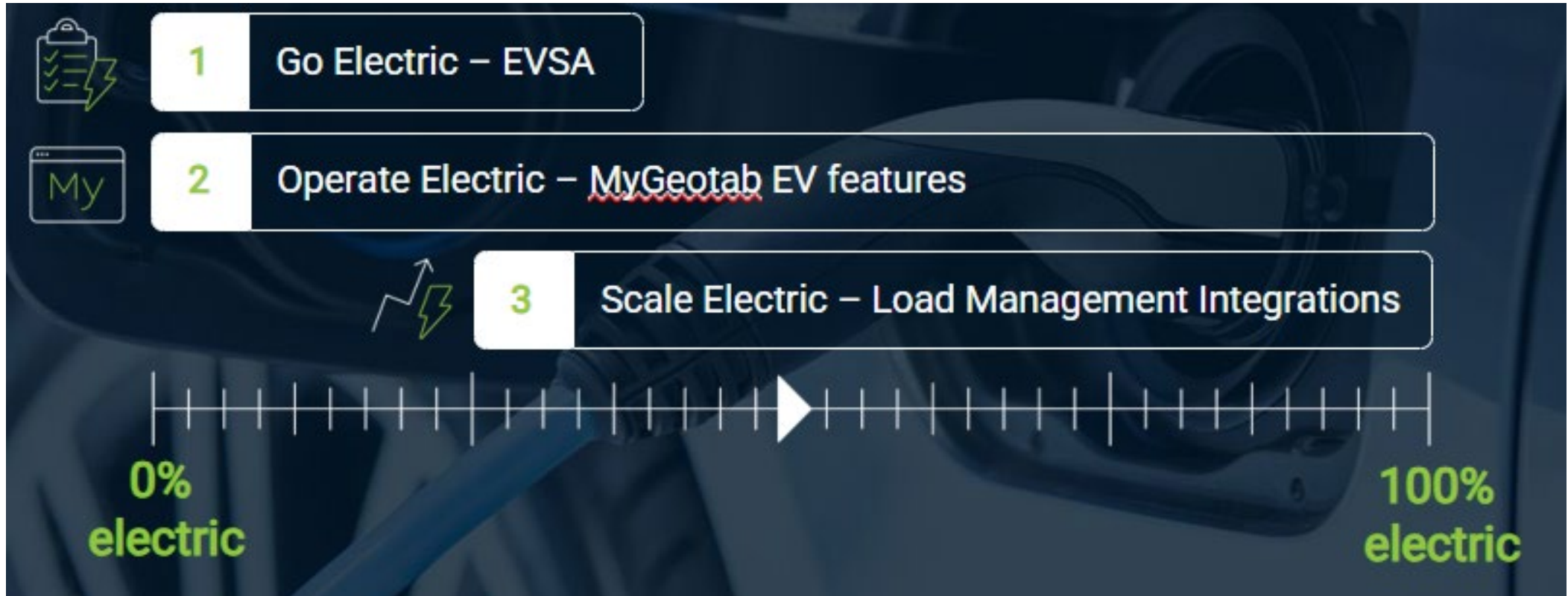
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Geotab – Insights for Efficiency

Accelerate carbon reduction and use data-driven approaches to meet reporting standards and reduce costs for triple bottom line impact and strict accountability - without the greenwashing



Geotab is the global leader in EV telematics, supporting fleets from 0% to 100% electric.





Using Telematics To Meet Sustainability Goals

Executive Order 14057 on Catalyzing America's Clean Energy Economy Through Federal Sustainability

As captured in the Federal Sustainability Plan federal agencies ***“must deploy telematics and collect and use fleet operational data to inform fleet planning and vehicle acquisition strategies, as well as ZEV and EVSE operational management”*** Geotab is the single-source telematics provider for the entire U.S. Government fleet.

President Biden's Executive Order pledges to:

1. Achieve 100 percent acquisition of zero-emission vehicles (ZEVs) for light-duty vehicles by 2027 and all vehicles by 2035.
2. Each federal agency will acquire ZEVs in vehicle classes as vehicles come to market.

Managing Expectations Across City, State, and Federal Agencies

Going EV? Use Geotab telematics and professional services to figure out how to do it effectively. Can't go EV? Use Geotab telematics to explain why not.



Element Fleet Management / Autofleet

Bill Collins (wcollins@elementcorp.com)

August 14, 2025

Overview

Element

- Element Fleet is the largest publicly traded pure-play automotive fleet manager in the world. As a Purpose-driven company, we provide a full range of sustainable and intelligent mobility solutions to optimize and enhance fleet performance for our clients across North America, Australia, and New Zealand. Our services address every aspect of our clients' fleet requirements, from vehicle acquisition, maintenance, route optimization, risk management, and remarketing, to advising on decarbonization efforts, integration of electric vehicles and managing the complexity of gradual fleet electrification. Clients benefit from Element's expertise as one of the largest fleet solutions providers in its markets, offering economies of scale and insight used to reduce operating costs and enhance efficiency and performance.
- Founded in 2007
- 5,500+ employees
- Acquired TLS Fleet, PHH Arval, and GE Capital Fleet Services U.S., Canada, Mexico, New Zealand, and Australia. Additional acquisitions include CEI, and Autofleet

Autofleet

- Autofleet is the leading fleet management optimization platform for fleets and mobility operators. Its AI-powered platform streamlines and automates operations, maximizing efficiency and customer experience. Autofleet's turnkey solutions help businesses launch, manage, and scale sustainable fleet operations globally, serving over 20 countries across 5 continents.
- Autofleet leverages AI, ML, historical and real time data analytics, demand prediction, and sustainability tools to maximize utilization, performance and customer experience
- Founded in 2018, acquired by Element Inc in 2024
- 95 employees
- Headquarters in Tel Aviv with offices in NY and Japan
- Website autofleet.io Point of Contact Seth Hochhauser (CRO)

ELEMENT FLEET MANAGEMENT/AUTOFLEET SERVICES OFFERED

Solution	Application
Home charging subscription program (Potential program offering for EV Rideshare)	Full coordination of home charger assessment, charging hardware, and installation. Energy consumption reports, support, and reimbursement programs.
Centralized charging (EV Rideshare, EV Carshare)	Ensure charging for vehicles when they return to a common location, always ready for next use.
Public charging (EV Rideshare, EV Carshare)	Seamless access to thousands of public chargers across networks: fast, reliable charging anywhere.
Element Managed Charging Platform	One platform to monitor, manage, and report on connected chargers in any environment above: enabling accurate energy reimbursements, payments, scheduling and access control.



Solution	Application
EV Rideshare, On-Demand Services, Microtransit, and Shuttles:	<p>Planning: Operational Simulations, service and infrastructure planning, fleet rightsizing,</p> <p>Management and operations: route planning and optimization for on-demand and pre-ordered services (including shuttles), re-optimization and automated dispatching, passenger app, driver app, demand predictions, fleet management with complete visibility and control in real-time and extensive custom reporting, pooled or individual rides with dynamic pooling option, real-time alerts, tracking links (no app required), GTFS/RT</p>
CarShare:	<p>Planning: Simulations, service planning and fleet rightsizing, demand predictions, station placement,</p> <p>Management and operations: fleet management with complete visibility and control in real-time and extensive custom reporting, automated workflows for fleet operations based on triggers and events (servicing, cleaning, maintenance etc.), vehicle reservation app and web solution, field agent app, vendor management, rebalancing, keyless access, automated vehicle allocation, digital vehicle check-out and return</p>
EV and Charging:	<p>Planning: Accurate infrastructure planning based on simulations and demand predictions.</p> <p>Management and operations: create and enforce optimal charging strategy, dynamic EV routing (including live charger availability), grid load-balancing integration, mixed EV and ICE operations.</p>
Bike Share & Scooter Share/Bike Libraries:	<p>Planning: Simulations, service planning and fleet rightsizing, demand predictions, station placement,</p> <p>Management and operations: Custom mapping for bikes and scooters, automated workflows for fleet operations (servicing, cleaning, maintenance etc.), vehicle reservation app and web solution, field agent app, rebalancing, optimized battery charging and repair operations</p>

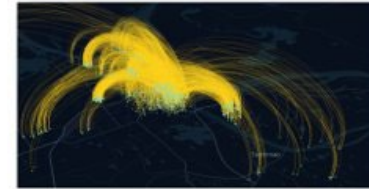
Relevant Project Examples

- Zipcar and Zipcar UK (car sharing fleet management, including EV specific solutions)
- TeraWatt (infrastructure planning)
- Human Forest (eBike sharing)
- Tembici (bike sharing)
- MOD (EV only ridesharing, specializing in rural areas)
- Uride (on-demand ride sharing)
- zTrip (school rides, paratransit and NEMT)
- VGM (paratransit and NEMT),
- Just Her Rides (on-demand ride sharing by and for women)

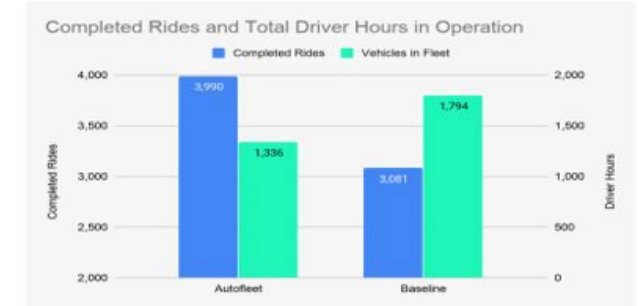
Case Study: Launch of Dynamic Shuttle Service

Phnom Penh, Cambodia

Working with a public transportation and operator in Cambodia, using the Simulator to plan a dynamic ride-pooling shuttle service for commuters in the capital. The simulation demonstrated the platform could increase the number of completed rides by 30% with 25% fewer vehicles.



autofleet



Pilot program and strategic plan for carbon neutral goals

Energy industry client with ~3000 vehicles



Goal:

EVI00 member with goal of carbon neutrality by 2030 without CO2 offsets



Fleet composition:

Sedans | SUVs | Pickups | Fleet split between U.S. and Canada



Solution:

EV pilot program with gradual rollout: 20EVs in U.S., 20 EVs in Canada

Pilot program included:

- EV pilot plan meetings with key stakeholders
- Budget planning and total cost of ownership analysis
- Vehicle selection and ordering
- Vehicle range analysis
- Charging solutions and installation
- Driver selection and education
- Multi-year replacement analysis
- Reimbursement program



Impact

- Scope 1 tailpipe emissions reduced to 0 per unit
- 34% of fleet viable to be transitioned to EV by 2025
- 10% total cost INCREASE over 48 months by moving from Terrain to Mach-e (CA)
- 20% total cost DECREASE over 48 months by moving from Silverado to Lightning (CA)

DemandTrans Solutions

Overview

- Company in business since 1993, transportation technology has been primary focus since 2007
- 8 person core staff plus long-term use of IT services partner based in Pune, India
- Company offices in Chicago, projects and clients in multiple states (no office currently in NY State)
- Multiple decades of experience in local/regional transportation, public transit and commuter ridesharing
- Primary focus on technology platforms for mobility as a service (MaaS) and demand responsive transit (DRT) for general public (microtransit)
- Website: www.demandtrans.com

Roger Teal (roger.teal@demandtrans.com)

August 14, 2025

DemandTrans E-Mobility Services Offered

Mobility as a Service (MaaS) platform:

- Comprehensive local/regional trip planning via MaaS customer app
- EV Carsharing
- Bikes sharing (E-Bicycles)
- On-Demand Transit Services/Microtransit
- Mobility Hubs (EV charging, transit hubs, commuter ridesharing services)

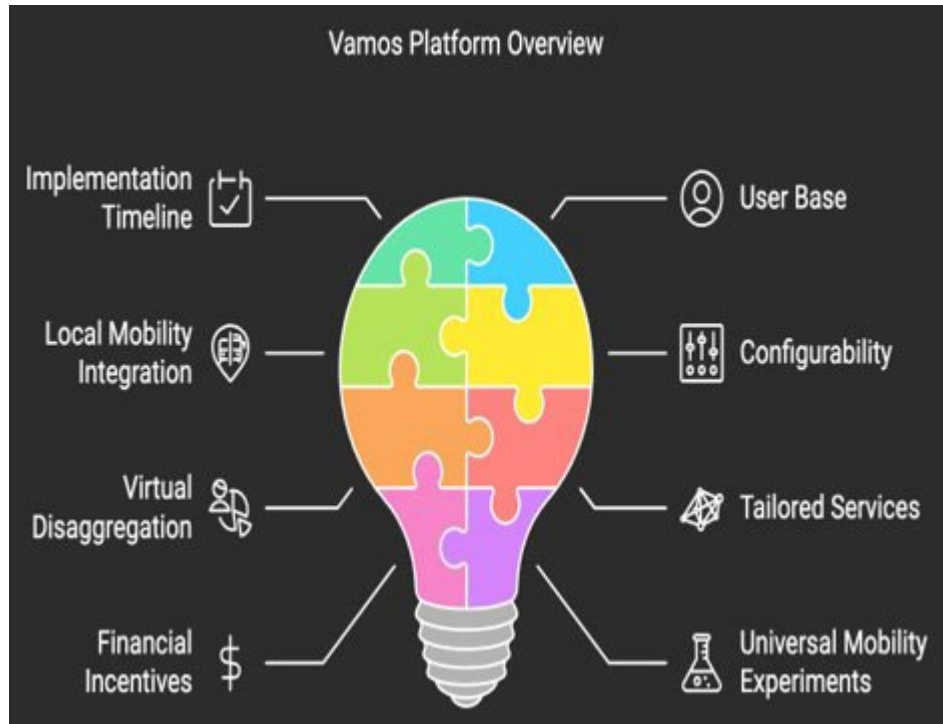
MaaS platform provides single stop shopping for E-Mobility services

MaaS platform enables users to book and pay for E-Mobility services

MaaS platform is integrated with a comprehensive Microtransit technology platform used in 2 of the largest regional programs in USA

Relevant Local Mobility Technologies

Mobility as a Service (MaaS) platform—Vamos



MicroTransit Technology Platform - MobilityDR



Mobility as a Service: An Important Tool for Small/Medium Urban Areas

The Mobility as a Service (MaaS) experience in San Joaquin County (Stockton, CA region) provides some answers to the question: *"What can MaaS REALLY do to improve mobility in my region?"*

- 5 year partnership between San Joaquin Council of Governments (MPO), multiple cities/local transit agencies, California Air Resources Board, University of California-Davis, EV carsharing entity, and DemandTrans
- The Vamos MaaS platform has over 10,000 registrants (app installs)
- Vamos provides integrated access to multiple mobility services in the Stockton region including:
 - Local/regional trip planning (multiple modes and multiple transit agencies/services) and transit fare payments
 - EV carsharing, including payment and vehicle unlocking/locking
 - Bike sharing (program currently restricted, new version to roll out in late 2025)
 - Uber rides with limited subsidies for transit users
 - Commuter ridesharing integration (coming)—carpool/vanpool program for commuting to Bay Area & local regions
 - Can be integrated with microtransit and volunteer transportation programs (latter planned but COVID prevented)
- STEP grant Incentive Card program targeted mobility subsidies at a transportation disadvantaged population in south Stockton area (basic mobility concept, UC Davis is studying) and is part of the Vamos approach
- Targeted Uber trip subsidies for transit users—Vamos users who purchase transit tickets can receive a \$5 Uber subsidy via app for 1 or 2 Uber trips per month, and 5,000+ such Uber trips have been taken since April, 2024
- State funding has expired, funds secured from key local agency stakeholders to continue program in 2025/2026
- Strong partnerships are the key to continued funding support for this initiative

Urban Mobility Inc. (dba HyperCommute)

Transforming Mobility for Communities

- 8+ years designing and delivering inclusive, intelligent mobility solutions
- Leadership team with 100+ years of combined experience
- Boutique team of 20+ engineers and consultants
- Specialists in scalable transit solutions for low-income, rural, and underserved populations
- Trusted partners of public agencies, non-profits, and national research organizations

Hari Prasad (hari@hypercommute.com)

August 14, 2025

What We Do — Empowering Users Through Intelligent Interfaces

We design intelligent, human-centered interfaces that remove barriers and build trust with underserved riders—enabling confident, consistent use of public and shared transportation.

For Riders

- Real-Time Cues: Step-by-step guidance on when, where, and how to ride—especially helpful for new, elderly, rural, or non-English-speaking users.
- Personalized Assistance: Interfaces adapt based on user behavior, language preference, accessibility needs, and past trips.
- Frictionless Adoption: Simplifies trip booking, payment, and trip tracking—even for those without prior digital transit experience.
- Confidence-Building: Proactive alerts (vehicle arrival, delays, missed trips) reduce uncertainty and foster reliability.
- Digital Equity: Solutions are designed to work on low-end smartphones, with offline or low-bandwidth modes where possible.

What We Do — Empowering Users Through Intelligent Interfaces

For Service Providers, Operators and Stakeholders

- Live Dashboards: Real-time monitoring of delays, demand clusters, idle vehicles, EV charging health, etc.
- AI-Based Suggestions: Operators receive hints to reassign vehicles, adjust routes, or expand capacity dynamically.
- Q&A Interface for Managers: Ask direct operational or planning questions—get instant data-backed answers.
- Auto-Generated Insights: Custom reports and storylines for grants, partnerships, and stakeholder presentations.

Flagship Projects

Driving Innovation on the Ground

California Youth Mobility

- “Trip Advisor” for youth trips + First/Last Mile services
- EV-powered trips curated for school districts, educators, and students
- Partners: CMO, CARB, BART, Google, CALSTART

Tompkins County, NY FM/LM Service

- Integrated solution for low-income riders in transit deserts
- Partnered with NYSERDA, TCAT, Gadabout
- Real-time, accessible, on-demand service

Matcha

EV Charging as a Service

EV Charging Developer, Operator, and Technology provider

Delivering end-to-end support for EV charging projects

Building retrofits, replacements, and charging hub development.

Public charging or resident / employee only

Site planning through development, operations, and maintenance.

Enabling more profitable and efficient EVSE operations

Vendor-owned model - no cost solution

Matcha owns/operates with a profit share to site hosts

Also offering traditional procurement options

HQ in Boston, offices in CT, NY

www.MatchaEV.com



Chris Kluesener (chris@matchaelectric.com)

August 14, 2025

E-Mobility Services Offered

Supporting employers, charging hub operators, transit operators, Towns and Cities, community based organizations, and nonprofits with:

EV Charging Technology Solutions Provider

- Providing CSMS software, hardware, and O&M services
- Powering refueling infrastructure for public charging, employee benefit charging, EV Rideshare charging, EV CarShare charging, Microtransit, and e-shuttles

Charging Hub Developer & Operator

- Direct to consumer, fully outsourced EVSE amenities
- No costs to site host - profit share only (minimums apply)
- Level 2 or Level 1 - light duty, transit fleets, e-moto/bike



Relevant Project Examples

Case Studies

- MassCEC Act4All2 grant awardee (\$1.7M for public charging)
- MA statewide contract (VEH122) - EVSE and O&M services
- O&M services for Brooklyn Army Terminal with NYCEDC
- Public charging for Towns of Babylon NY, Southington CT
- LG Smart Cities O&M

Differentiators

- Turnkey O&M services saving time and improving profitability
- Vendor-owned option or low cost solutions
- Novel energy management and dynamic pricing technology
- Hardware agnostic - OCPP compliant
- Enabling services for subcontractor management
- 3rd party app integrations



Session B: EV on Demand (shuttles/buses)

- **GreenPower Motor Company**
- **Motiv Electric Trucks**



GreenPower Motor Company

- GreenPower is a leading all-electric OEM that designs, manufactures and distributes purpose-built, all-electric, zero-emission medium- and heavy-duty vehicles.
- GreenPower Motor Company began in 2010 with the vision to advance the adoption of EVs by making battery-electric buses and trucks affordable, durable, and easy to enjoy.
- GreenPower offers commercial vehicles for delivery, public transit, schools, vanpools, micro-transit, shuttles, and more.
- GreenPower's vehicles are built from the ground up to be electric and are never converted.

Nahui Olin (nahui.o@greenpowermotor.com)

August 14, 2025

GreenPower E-Mobility Services Offered

Which CMP-eligible services (or support to these services) are offered

- EV Rideshare, On-Demand Services, Microtransit, and Shuttles

EV Star Passenger Van

- The EV Star is the first purpose-built, all-electric medium-duty vehicle available to paratransit, micro-transit, executive shuttle, vanpool, and cargo delivery markets.
- The EV Star offers a range of up to 150 miles and offers dual charging capabilities as a standard feature.
- The EV Star is available in multiple configurations – ranging from 14 to 19 passengers, including ADA-compliant layouts.



GreenPower E-Mobility Services Offered

Which CMP-eligible services (or support to these services) are offered

- EV Rideshare, On-Demand Services, Microtransit, and Shuttles



EV Star Mobility Plus

- The EV Star Mobility Plus is a cutaway bus with a wider, lightweight body construction allowing for flexibility in seating configuration due the effective use of its interior space.
- The EV Star Mobility Plus is available in multiple configurations – ranging from 18 to 24 passengers – including ADA-compliant options and layouts tailored for diverse use cases and vocational needs.



GreenPower Relevant Project Examples

Implementation Case Studies

- Sacramento Regional Transit – 10 EV Stars used in SacRT Microtransit since 2019.
- San Diego Airport Parking Company – sold 4 EV Stars for shuttle service to SAN airport in 2019.
- Antelope Valley Transit Authority – sold 8 EV Stars for micro transit in 2020.
- Airline Coach Services – leased 6 EV 250s and two EV 350s for United Airlines.
- 3 EV Star Mobility Plus shuttle buses in operation with Air Canada.
- UCLA – sold 2 EV Stars and 2 EV Star Cargo+ in 2020.
- UCSF – sold 4 EV Stars for campus shuttles in 2020.

Types of Customers Typically Served

- EV Star passenger van deployments to Sacramento Regional Transit and Antelope Valley Transit Authority were in disadvantaged communities.

Sustainability of Services Beyond Grant Awards

- GreenPower designs and builds vehicles that are made to last and stay green. We work with suppliers who treat people fairly, protect the environment, and share our commitment to creating cleaner communities.

Motiv

Electrifying Medium-Duty Fleets Since 2009

- 6M+ real-world customer miles
- 450+ customer vehicles deployed
- 10 of the top 20 North American fleets served
- 14M+ pounds of tailpipe emissions avoided
- 50% of vehicles delivered are with repeat customers
- <24 hours service call response times

MOTIV
Electric Trucks



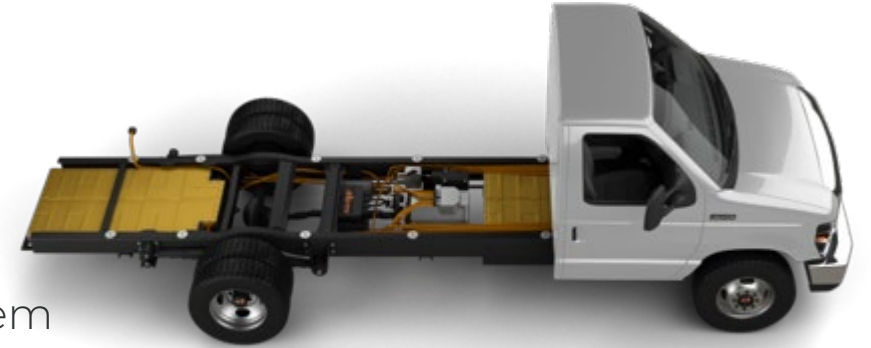
John Williams (john.Williams@motivps.com)

August 14, 2025

Proven in Arizona Summers and Canadian Winters

EPIC4 Electric Chassis

- Level 2 charging standard, Level 3 charging optional
- Proprietary control assembly enables simplified and modular system architecture, easier repairs and lower cost spare parts
- “Moose Test” approved Electronic Stability Control System (ESC)
- (3) lithium-ion battery packs featured in hundreds of thousands of passenger EVs worldwide



EPIC4 Electric Buses



Shuttle Bus



Type A School Bus

Payload / Passengers	12+2 passengers	Up to 20 passengers
Range	Up to 105 miles	Up to 105 miles
GVWR	14,500 lbs	14,500 lbs
Battery Capacity	127 kWh	127 kWh
Charge Time	J1772 AC: 8.5 hrs CCS1 DC: 1.5 hrs	J1772 AC: 8.5 hrs CCS1 DC: 1.5 hrs
Gradeability	17%	17%

Trusted by Leading Brands

- 10 of the top 20 North American fleets served
- 50% of vehicles delivered are with repeat customers





We Keep you Moving

Industry-leading customer support:

- Pre-sale, post-delivery, and beyond
- Less than 24 hours field service response time, fastest in the industry
- Most issues can be resolved remotely or we are onsite within 48 hours



Session C: EV on Demand

- **Circuit Transit**
- **Via**
- **RideCo**

Circuit Transit

Overview

At Circuit, we're optimizing urban mobility with tech-enabled, shared, EV solutions.

Circuit's app-enabled service is easy to use and allows riders to request rides on demand.

We work with innovative partners to build all-electric community mobility solutions that focus on short distances.

Max Hendrix (Max.Hendrix@ridecircuit.com)

August 14, 2025

E-Mobility Services Offered

Rockaway Rides

Rockaway Rides: Since December 2023, we've been offering eco-friendly rides in the Rockaways, Queens. Our shared vehicles enhance East to West connection on the peninsula and access to the A train and Ferry stops. Service is currently free, and we move over 6,000 passengers every month.

BrentwoodGO

This Long Island service launched in late September 2024. Circuit provides local connections to key sites like the Hauppauge Industrial Area, Suffolk County Community College, and the LIRR. Service is currently free with a flat fare of \$2.50 planned.



Relevant Project Examples

With community input, Circuit was able to design a service made specifically for those who use the service the most.

Community advisors include representatives from FRANCO, The Rockaway Hotel, OBCDC, Assemblywoman Stacey Amato, Queens CB14, and JBRPC.

2 vehicles in the Rockaways fleet mirror the dynamic mural created by Brooklyn-Based José Parlá on the façade of the new Far Rockaway Library.

Circuit volunteered a vehicle for a Rockaways Earth Day beach clean up in partnership with JBRPC, and Rockaway Hotel.



CIRCUIT TRANSIT

Ready to move your people forward?

See what we're up to on social

@ride_circuit

Connect with our Sales Team & get started

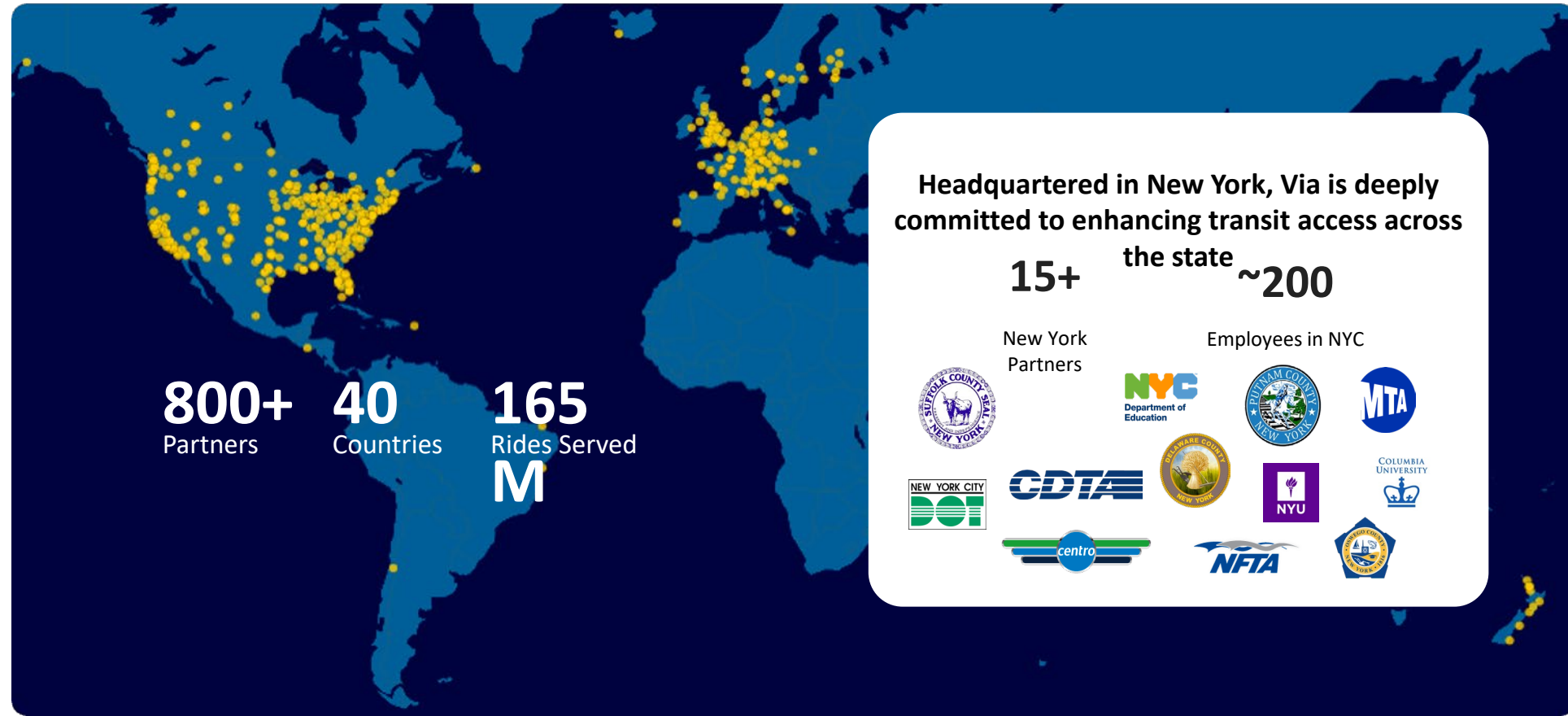
max.hendrix@ridecircuit.com

Visit us

ridecircuit.com

Via

Via is the world's leading provider of public mobility solutions



Christine Treuth (christine.treuth@ridewithvia.com)
and Rob Bryans (rob.bryans@ridewithvia.com)

August 14, 2025

VIA

Via builds and operates custom, tech-enabled on-demand EV microtransit services

As a turnkey partner, Via operates as a seamless extension of your municipality

Single, unified solution

Turnkey means a single provider for best in class software, driver hiring & training, customer service, EV acquisition, charging infrastructure, maintenance, and more.

Extension of community services

Via operates as an extension of municipal services with a branded rider app, deep integration with existing public transit and hiring from the local community.

Data driven insights & access to in-house transit experts

Partner's have access to proprietary data and planning tools for informed decision making - plus full access to expert transit planners, dedicated partner success, marketing support, and community engagement.



VIA

Via's microtransit services drive impact for communities large and small

Jersey City, NJ

150% increase in Jersey City jobs accessible within 30 minutes on public transit



Suffolk County, NY

50% of riders use the service to get to work and 70% don't have access to a car



Putnam County, NY

2x increase in public transit ridership with a 20% decrease in cost per ride (5 weeks post fixed route replacement)



Via's Grants Team can provide full grant support and long-term strategic funding conversations

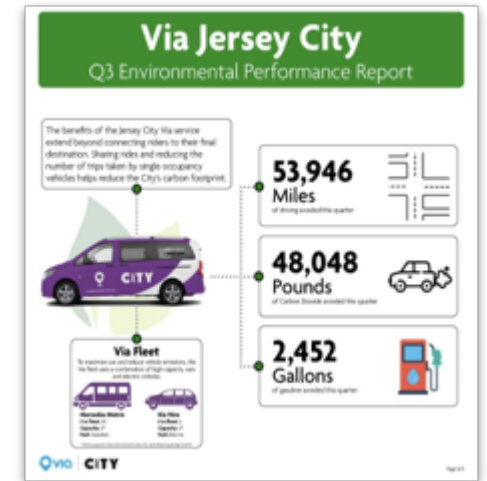
NYSERDA Demonstration Grant Support

- Via can take lead on all proposal writing and advise on final project scoping. This includes final service design, pricing and data driven insights to demonstrate community impact. We'll schedule weekly check-ins with the working group to ensure consistent collaboration.
- Via is also here to help you think long-term - we specialize in turning pilots into long-term, sustainably funded transit services.

Deploy Grant Dollars Quickly on High-Impact Projects

Via ensures grant dollars are put to work quickly, efficiently and with maximum impact. We launch on-demand services with a 10-week timeline and a proven playbook. Our planning tools prioritize service design that impacts those that need it the most and our real-time data and dashboards allow for accountability.

\$75M+ in grant funding won by Via-assisted applications in 2024



Overview

- In business since 2013, with 122 employees, with headquarters in Toronto with offices across the US in LA and Philadelphia
- 80+ Deployments in North America
- Trusted by majority of the largest on-demand and paratransit operators in the United States
- All RideCo customers operate advanced reservations and same-day with continuous optimization
- RideCo provides paratransit, microtransit, and on-demand technology
- RideCo's technology provides industry leading efficiency metrics and the best customer experience

RideCo is Trusted by Industry Leaders



▶ SAN ANTONIO,
TX



▶ PHILADELPHIA,
PA



▶ RIVERSIDE,
CA

450
VEHICLES

NEW AWARD:
84 VEHICLES



▶ HOUSTON,
TX



▶ KANSAS CITY,
MO



▶ LAS VEGAS,
NV

NEW AWARD:
500+ VEHICLES

110
VEHICLES

Cody Cornwell (cody.cornwell@rideco.com)

August 14, 2025

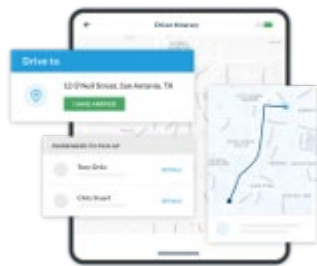
RideCo E-Mobility Services Offered

On-Demand and Microtransit Technology

- Data Conversion
- Program Support
- Daily KPI Reports
- Quarterly Business Reviews
- Service Planning / Consulting
- Eligibility Module
- IVR
- Multi-Modal Trip Planning
- In-Vehicle Tablet Hardware
- Cellular Data Plans
- TNC Overflow
- Credit/Debit Card Payments



Passenger Application



Driver Application



Operations Dashboard



Data Insights



Profile Manager

Relevant Project Example

San Antonio VIA Link

Key Challenges

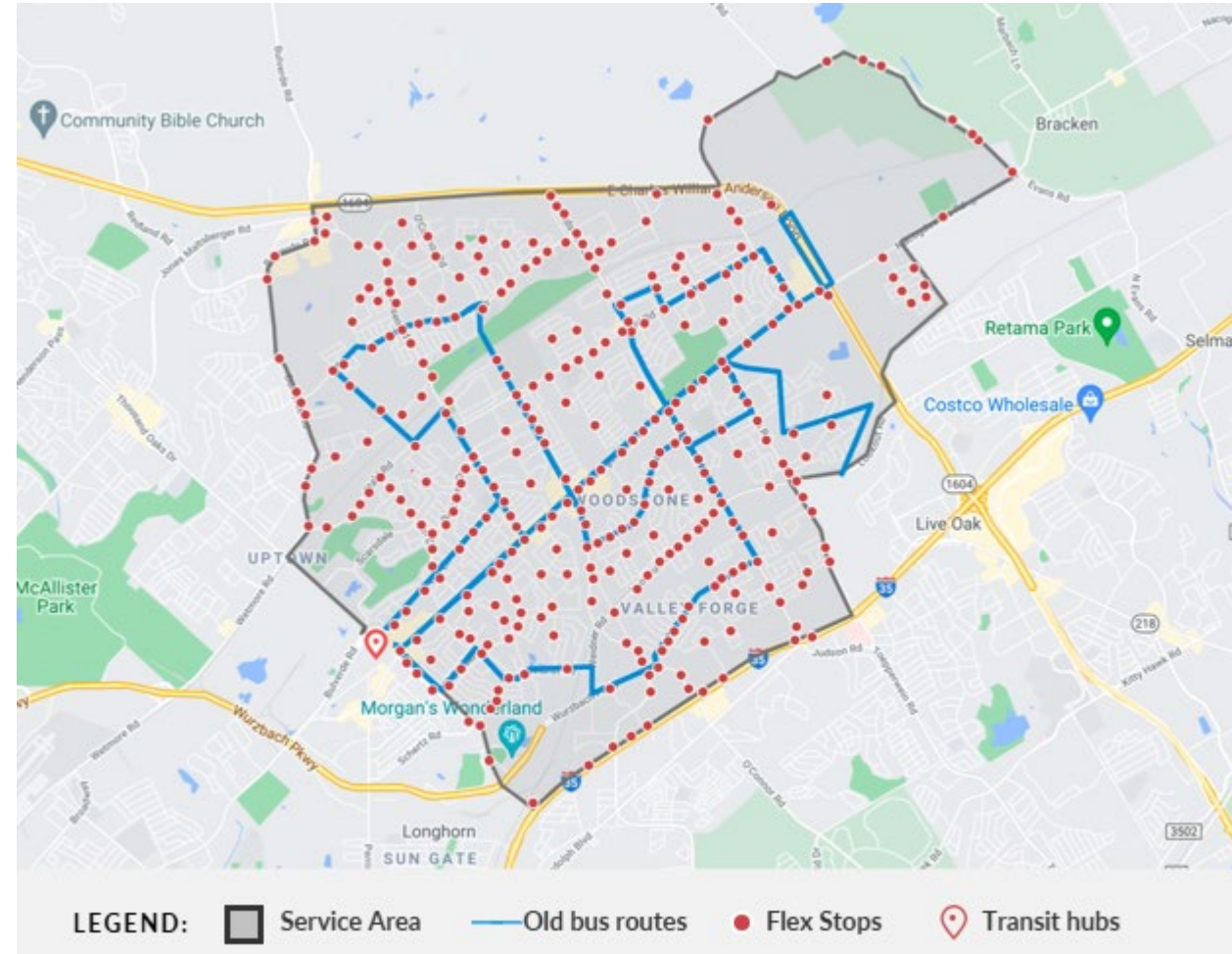
- Low-density suburban area: 19 sq. mi.
- Small fixed-route catchment area and high headways
- Bus productivity at <15 boardings PVH
- Limited access to transit hubs

Fleet Implementation

- 5-seat vans (12)
- ADA-compliant, bike rack equipped
- Fleet Partner: zTrip

Service Zone Statistics


- 19 square mile service area
- 80k/25k population/jobs
- 425+ Flex Stops Flex Stops offering pick-ups and drop-offs



Relevant Project Example

San Antonio VIA Link

VIA Link became one of the fastest-growing microtransit services in the United States, surpassing its goals within less than four months of launching in May 2019. Since then, VIA Link has proven to be an efficient transportation option for residents living throughout Northeast San Antonio—all while reducing cost per passenger and achieving industry-leading vehicle productivity.

	Before	600+ ft. walking distance	\$11 cost per passenger	Limited access to transit hubs
	<260 ft. walking distance	\$7 cost per passenger	40% connectivity to transit hub	

“RideCo’s on-demand transit has proven to be a true game-changer. The service has been tremendously successful as a flexible travel option that helps us become more efficient and provides connections to places our customers go.”

— Jeffrey C. Arndt, President and CEO, VIA Metropolitan Transit

San Antonio VIA Link Service Results

- 5.0 weekday passengers per vehicle hour
- 650 average passengers per weekday
- 12 min average headway
- 70% average shared rides
- 15+ average rider per passenger per month
- 4.7/5 average ride rating

Session D: EV Carshare

- **Envoy Technologies**
- **Zipcar**
- **Uber**

Envoy E-Mobility



Overview

- 8 Years in business
- 23 employees
- Headquarters in Culver City, CA
- EnvoyThere.com
- Electric car share technology company and service provider
 - Private car share as an amenity for apartments, hotels & workplaces
 - Public car share - One Way and Round Trip

Drew Hopkins (drew@envoythere.com)

August 14, 2025

Envoy E-Mobility Services Offered

Electric Car Share & EV Charging



Full Service Mobile App

Registration, reservation,
and vehicle access and
control



Choose your EV

Includes:

Insurance
Car Washes
Maintenance
Dedicated
24/7 Mobility Concierge



Blink Chargers!

Envoy supports all
properties charger needs
in collaboration with Blink
Charging

Relevant Project Examples

- Operational in 57 cities, 23 states
- 200+ EVs
- Top Tier Multifamily & Hospitality Real Estate Companies
- Grant Programs for Low Income / Disadvantaged Communities
- Culver City Sustainable Business Certification
- Select Real Estate Clients:



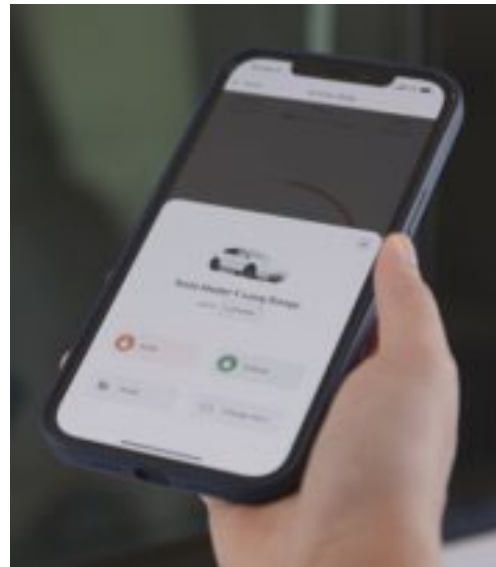
- Select Public/Non-Profit Partners:



Relevant Project Examples

- 15,000+ Unique drivers
- 200,000+ Bookings
- 3m E-miles Driven

Select 2025 EV Offerings





Overview

- 25 years of pioneering carsharing in the United States
- **Size:** Operates in 25 metro areas and over 400 colleges & universities in the US, Canada & the United Kingdom with over 500 employees, including nearly 50 team members directly supporting New York
- **Headquartered** in Boston with operations in NYC, Westchester County, and Nassau County
- Website: www.Zipcar.com
- Zipcar is the world's leading car-sharing network, providing members with on-demand access to vehicles by the hour or day across cities and college campuses globally
- Our mission: "to enable simple and responsible urban living—a future filled with more car-sharing members than car owners in major cities across the globe."

Will Sowers (wsowers@zipcar.com)

August 14, 2025

Zipcar E-Mobility Services Offered

Zipcar offers:

- EV Carshare
- Vehicle Access for EV Rideshare, On-Demand Services, Microtransit, and Shuttles

EV Carshare: Core service with 24/7 access via app; hourly & daily rates include charging, insurance & maintenance.

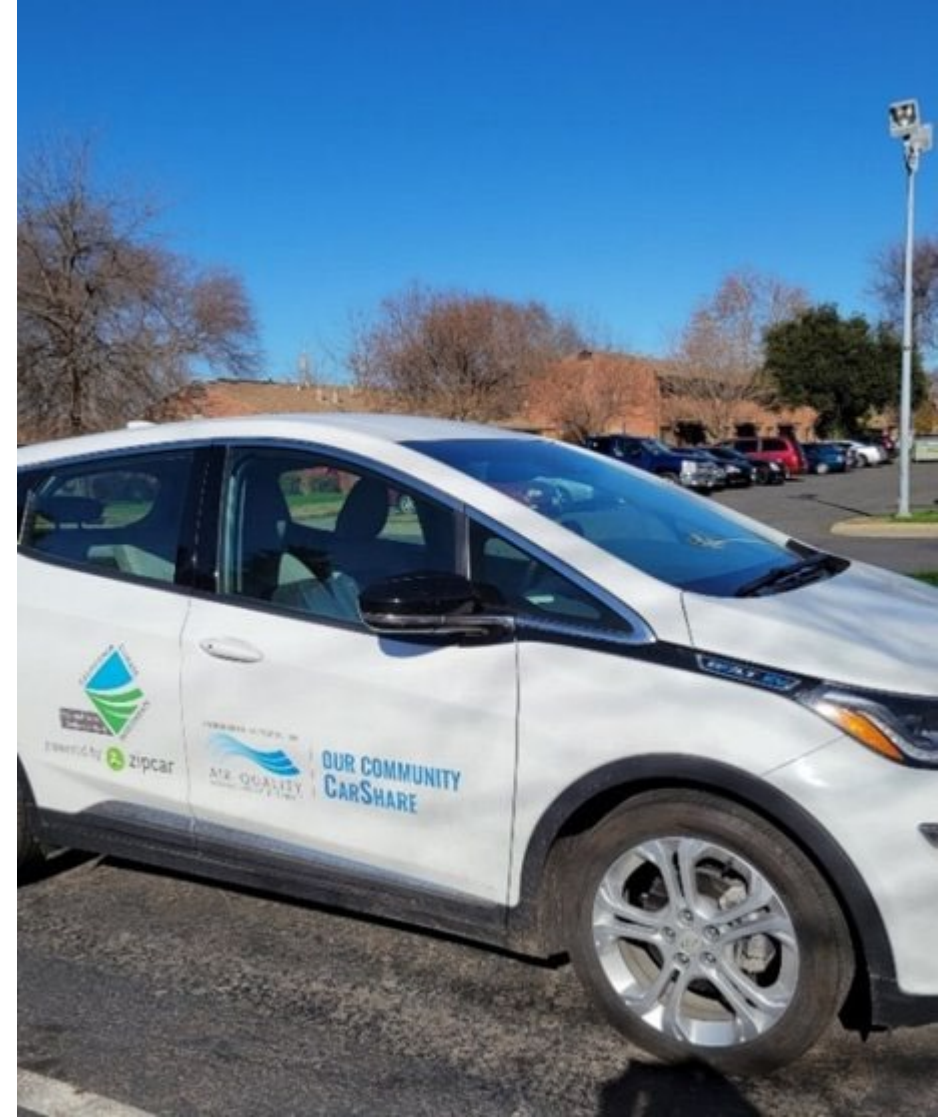
EV Rideshare: "Zipcar for Uber" daily EV rentals for gig-economy drivers.

EV Fleet: Fleet management for on-demand services & microtransit.



Zipcar: OCCS

- Our Community CarShare (OCCS): Sacramento, California
- Funded by California Climate Investments
- Led by the Sacramento Metropolitan Air Quality Management District in partnership with the City of Sacramento, Mutual Housing of California, Sacramento Housing and Redevelopment Agency & Breath California
- 20+ EV, PHEV + WAV serving low-income and under-served communities since 2017
- Achieving self-sustainability while maintaining affordability through tiered pricing
- [US Dept. of Energy Case Study Link](#)



Zipcar: ComEd Chicago

- Zipcar powered by ComEd, Chicago
- Funded by ComEd
- Led by Zipcar in partnership with AmpUp, Everae & Walker-Miller Energy Services
- 50 EVs serving low-income residents across the ComEd service territory
- Collaborating with Chicago Housing Authority, cities of Rockford & Lansing on location development
- Targeting areas with the potential for high carshare demand to ensure future program sustainability



Uber Overview

- Founded in 2010;
- Publicly traded in 2019
- Operate in 70+ countries and 15K+ cities
- Uber Green option available in 200+ markets
- 230K average monthly ZEV drivers globally
- Gross bookings Q1'25 \$162B USD
- San Francisco, HQ
- NYC office at 3 WTC; Offices/Greenlight Hubs 20+ markets
- A global technology platform offering mobility and delivery services. Advancing major investment to electrify fleets globally by 2040.

Freddi Goldstein (freddi@uber.com)

August 14, 2025

Uber E-Mobility Services Offered

New York State

- 10K Monthly active ZEV drivers
- 5.8M Total ZEV trips

Globally*

- 230K Monthly active ZEV drivers
- 105.5M Total ZEV trips

* Uber's Electrification Update, <https://www.uber.com/us/en/about/reports/sustainability-report/>

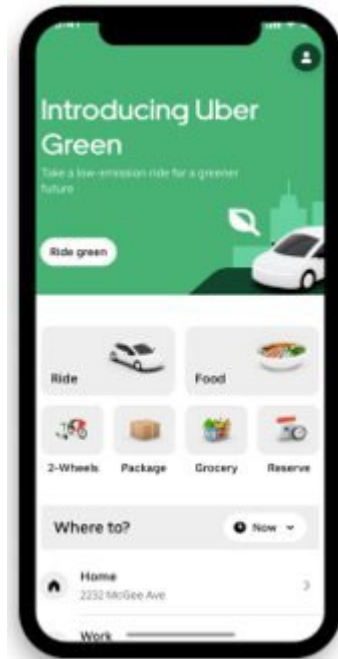
Uber Relevant Project Examples

Press a button, get an EV

Quiet, smooth, high-tech rides

Uber Green

- EV only
- Same price as UberX
- 120+ cities worldwide



Bike or scoot on Uber

Lime on Uber

- Lime bikes and/or scooters on Uber in 50 US cities
- Lime scooters in Bronx and Queens, NY



Wrap Up

Thank you!