



Partnerships That Work

Laney Schorp, US Lead - Partnerships

May 9, 2019



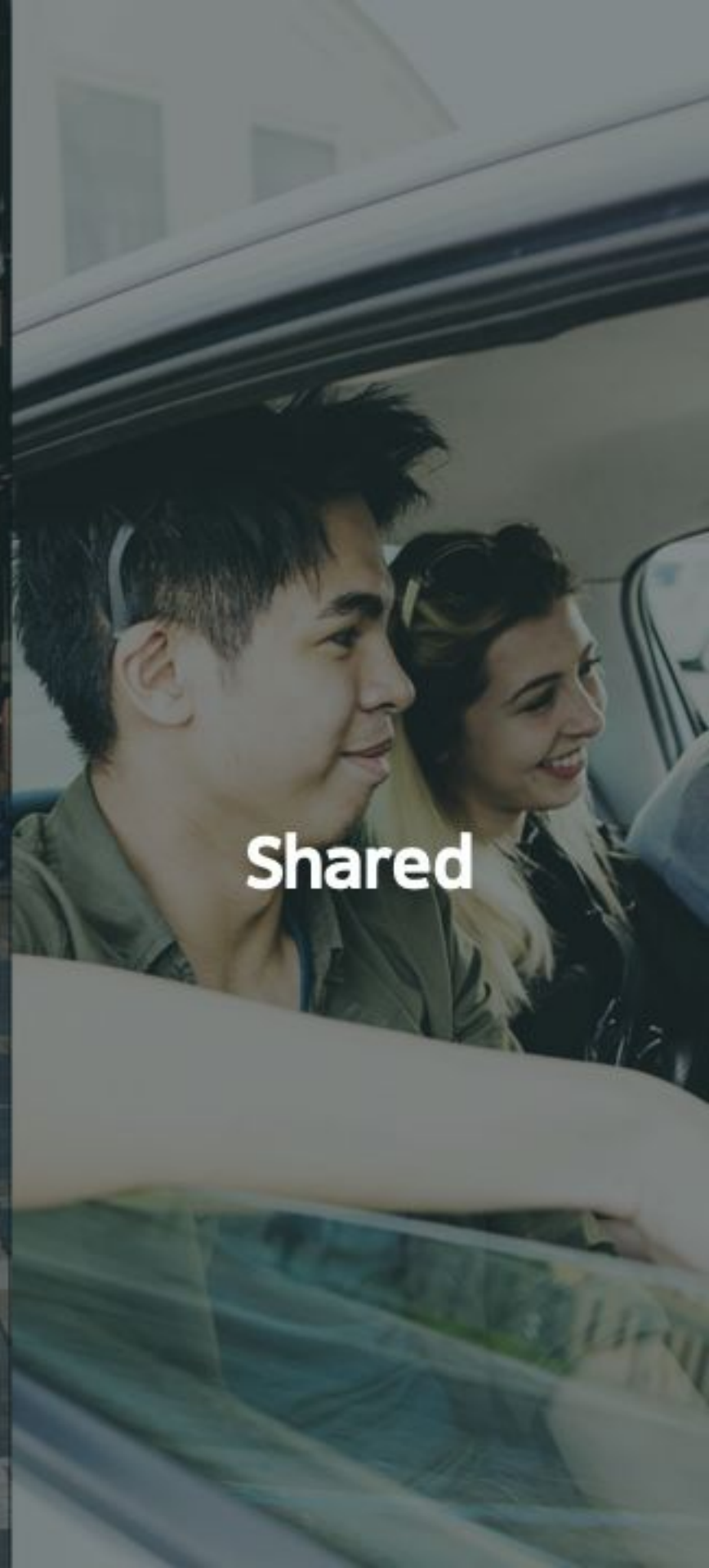
On-Demand



Electric



Autonomous



Shared

Via Partnerships

Rides completed

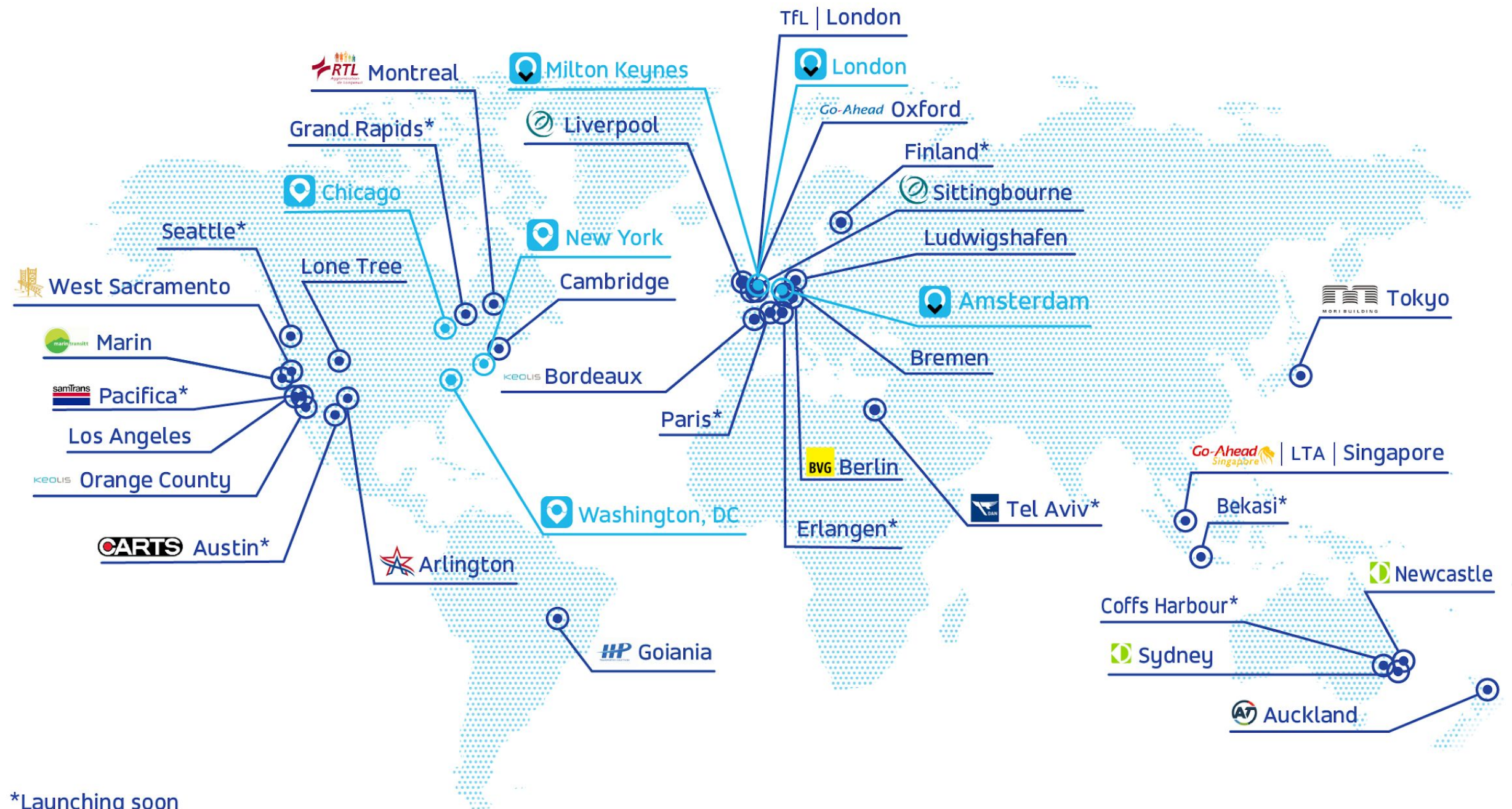
50mm

Global deployments

60+

Funding

\$450mm



*Launching soon

Partnership Models

Transportation as a Service (TaaS)

Turnkey solution that includes technology plus drivers, vehicles, and operations management



Software as a Service (SaaS)

Tools and support for agencies who prefer to use their own drivers, vehicles and operators



Microtransit Use Cases

First mile & Last mile



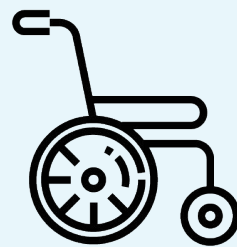
Complement existing fixed transit routes and increase access to transit hubs

Replace fixed transit routes



Replace underperforming transit routes and improve service in low density areas and off-peak hours

Paratransit



Lower paratransit service costs and improve ease of booking and rider experience

Corporate



Provide transport for commutes, on-campus mobility, and reduce parking demand

Example Partnerships

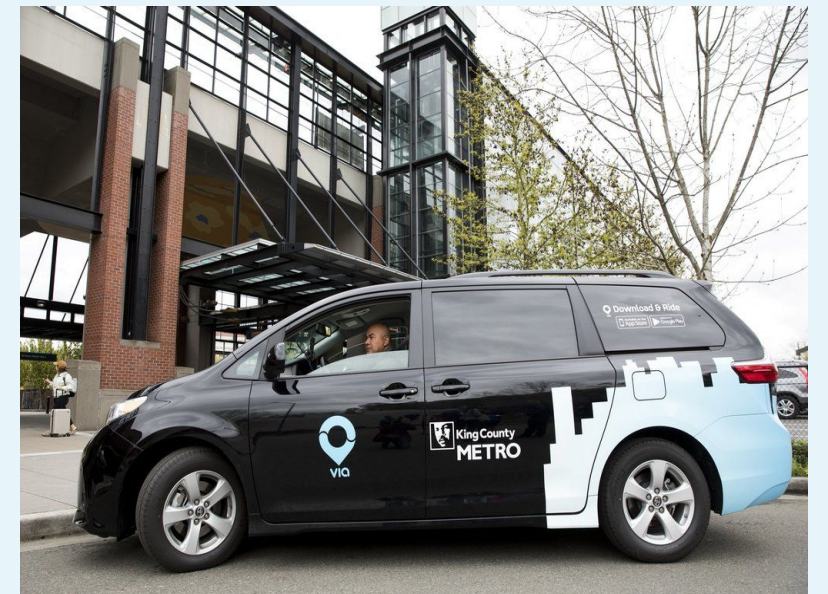
Arlington, TX

End-to-end on-demand service in the US's largest city without a fixed route transit network



Seattle, WA

First and last mile service to 5 light rail stations in the South Seattle/ Tukwila region.



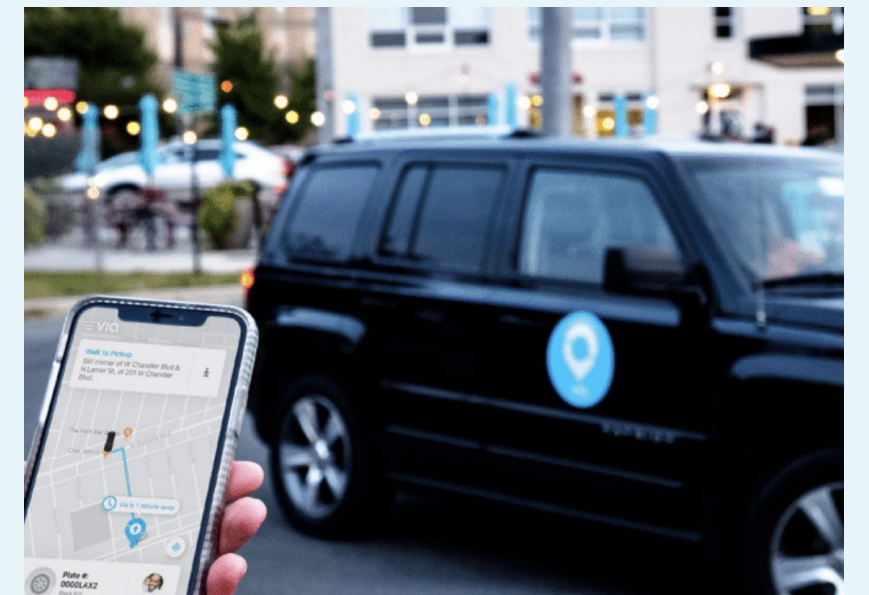
Austin, TX

Updated an underperforming dial-a-ride and paratransit service with on-demand shuttles



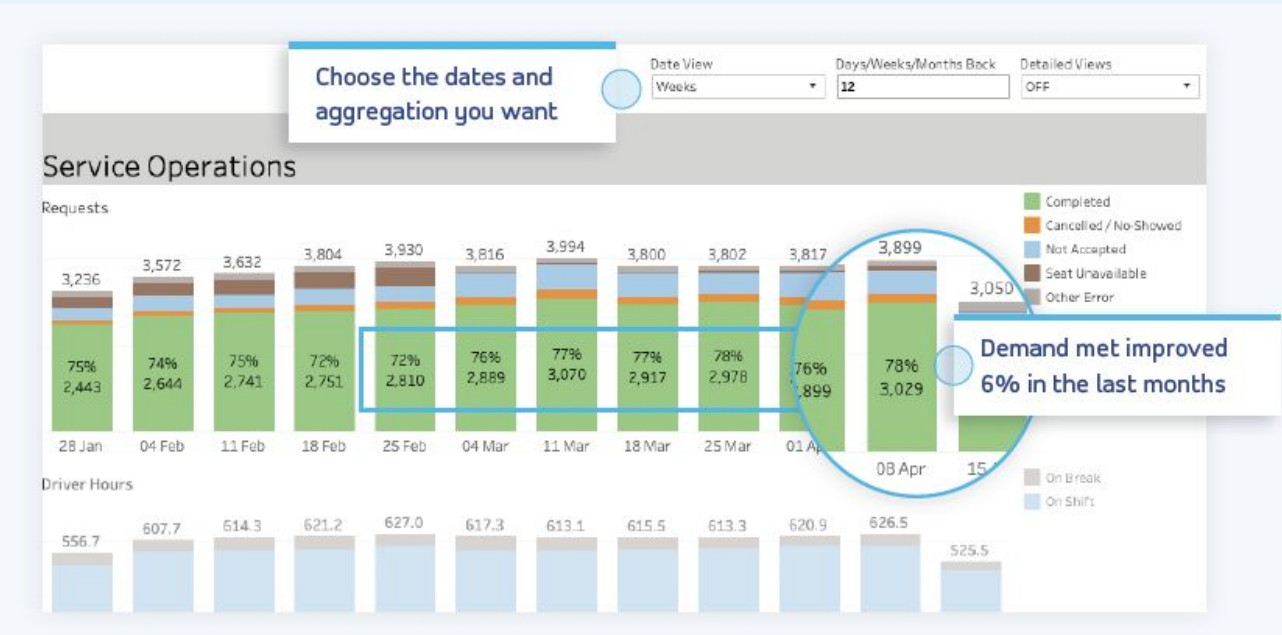
Los Angeles, CA

Affordable, equitable first- and last-mile connections for traditionally underserved populations

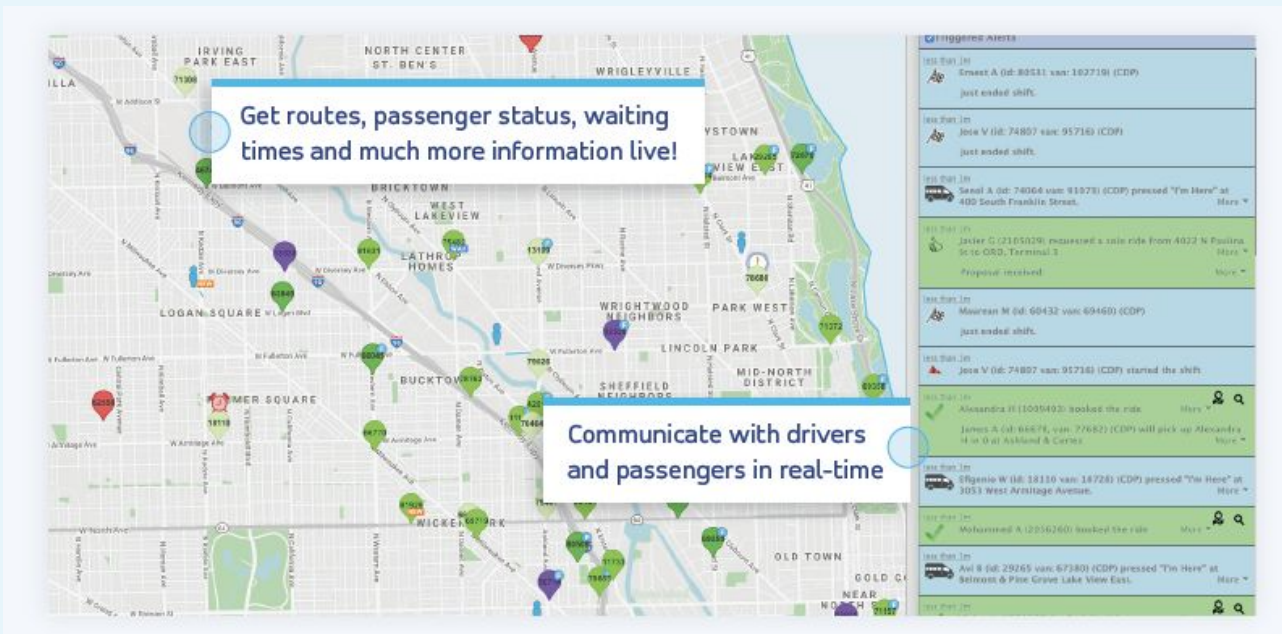


Reports and Shared Data

Service Operation Report: Seeing completed rides, cancellation, no accepted and not served demand over the last 12 weeks.



Rider Growth Report: Looking at new accounts created over the last 12 weeks and where users stand on the conversion funnel.



Request Date

February 4, 2019

April 17, 2019

(Multiple values)

RIDER_ID	RIDE_ID	REQUEST_DATETIME	REQUEST_STATUS	PICKUP_DATETIME	ORIGIN_LAT	ORIGIN_LONG	DROPOFF_DATETIME	DESTINATION_LAT	DESTINATION_LONG	N_PASSENGERS
82	182828	9 Apr 2019 ..	No-Showed	Null	53.408	-2.992	Null	53.414	-2.981	1
321	167767	15 Mar 2019 ..	Completed	3/15/2019 ..	53.353	-2.847	3/15/2019 ..	53.336	-2.855	1
384	180467	5 Apr 2019 ..	Completed	4/5/2019 4:..	53.406	-2.988	4/5/2019 4:..	53.407	-2.979	2
3872	165155	11 Mar 2019 ..	Cancelled	Null	53.404	-2.993	Null	53.338	-2.855	1
4756	174657	27 Mar 2019 ..	Completed	3/27/2019 ..	53.403	-2.986	3/27/2019 ..	53.409	-2.987	2
	174712	27 Mar 2019 ..	Completed	3/27/2019 ..	53.39	-2.915	3/27/2019 ..	53.417	-2.921	1
4762	159483	1 Mar 2019 ..	Completed	3/1/2019 1..	53.405	-2.98				
	159681	1 Mar 2019 ..	Cancelled	Null	53.353	-2.847				
5047	152487	16 Feb 2019 ..	Cancelled	Null	53.408	-2.961				
	152490	16 Feb 2019 ..	Completed	2/16/2019 ..	53.404	-2.972				
	152614	16 Feb 2019 ..	Completed	2/16/2019 ..	53.393	-2.978				
	158927	28 Feb 2019 ..	Cancelled	Null	53.397	-2.915				
	163136	7 Mar 2019 ..	Completed	3/7/2019 3:..	53.397	-2.916				
	163284	7 Mar 2019 ..	Completed	3/7/2019 6:..	53.404	-2.986				
	163600	8 Mar 2019 ..	Completed	3/8/2019 9:..	53.397	-2.916				
	168432	16 Mar 2019 ..	Completed	3/16/2019 ..	53.397	-2.916				
	168517	16 Mar 2019 ..	Completed	3/16/2019 ..	53.402	-2.988				
	172911	24 Mar 2019 ..	Completed	3/24/2019 ..	53.416	-2.917				
	172950	24 Mar 2019 ..	Completed	3/24/2019 ..	53.397	-2.916				
	172982	24 Mar 2019 ..	Completed	3/24/2019 ..	53.376	-2.938				

Download

Select your file format.

Image

Data

Crosstab

PDF

Tableau Workbook

Cancel

Visualize Service in real time

Via will produce all data required for FTA reporting.

Thank you.

