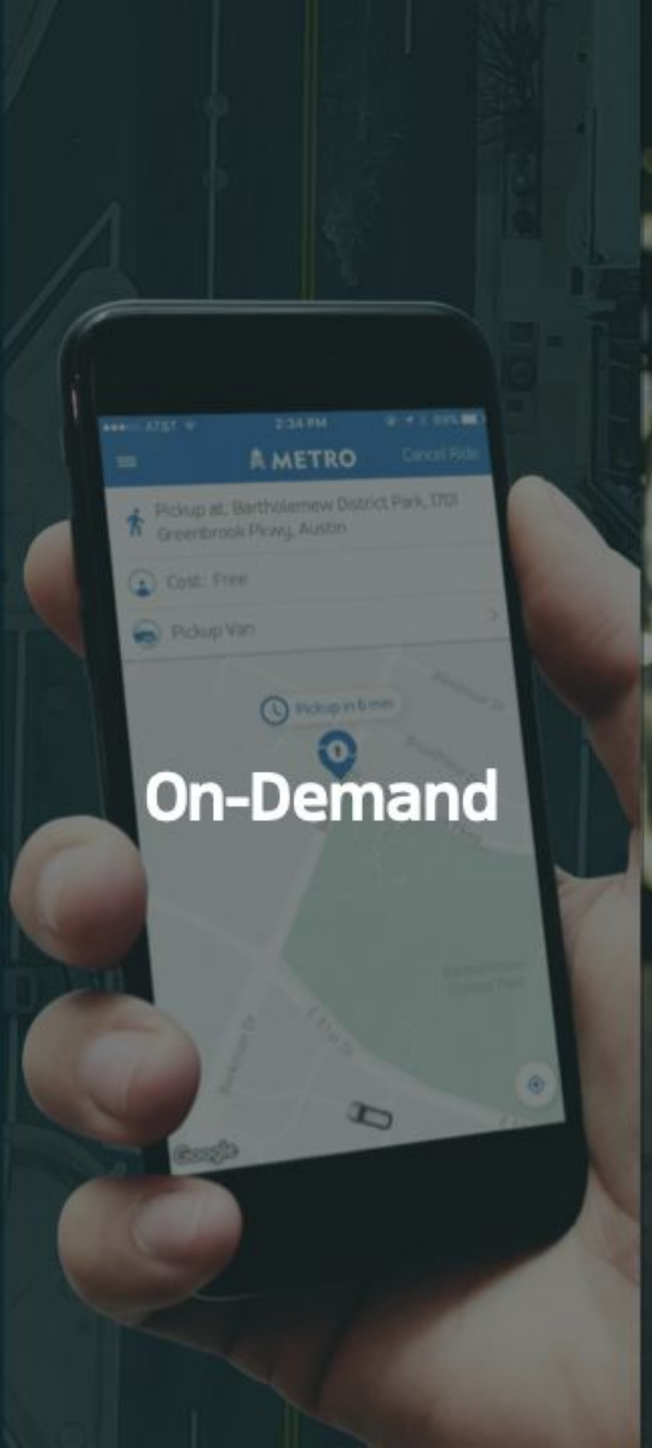
Partnerships That Work

Laney Schorp, US Lead - Partnerships

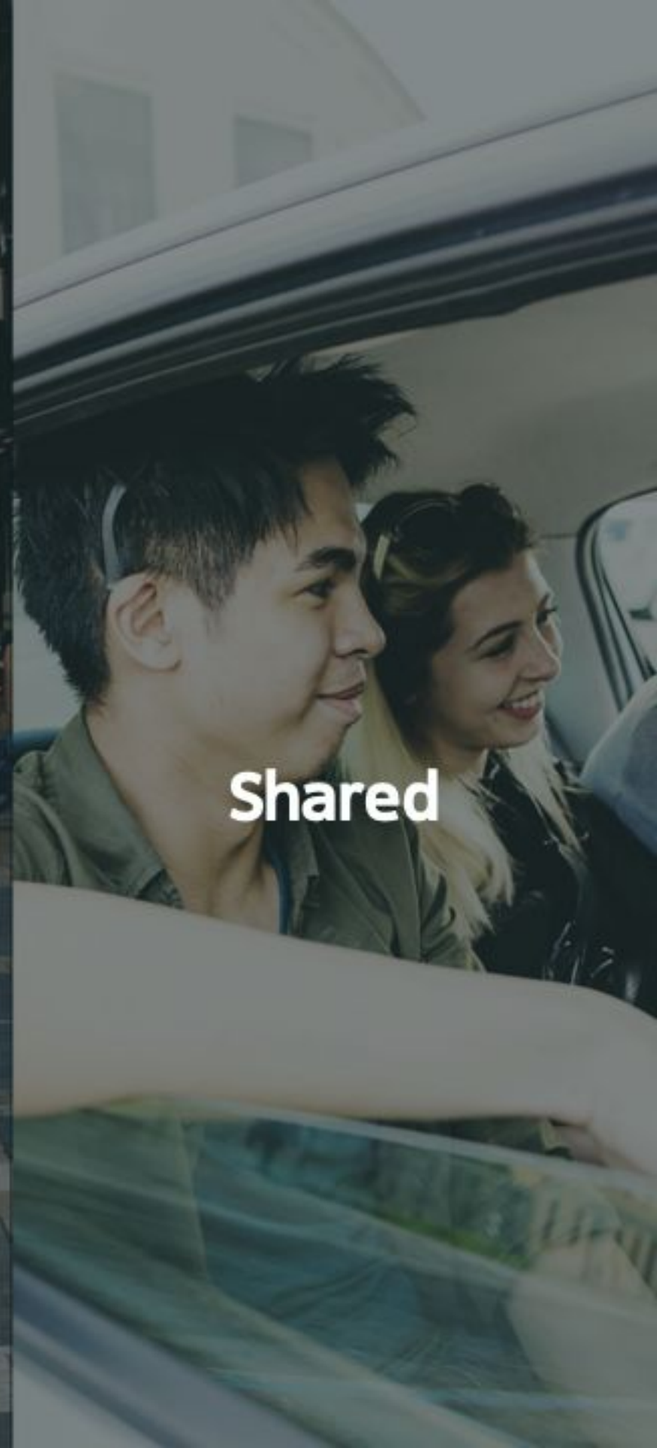
May 9, 2019



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

ARLINGTON
THE AMERICAN DREAM CITY

CITY OF WEST SACRAMENTO

BVG

Software as a Service (SaaS)

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

ARRIVA

marin transit

METRO

go bus

Keolis

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

Via. Proprietary & Confidential

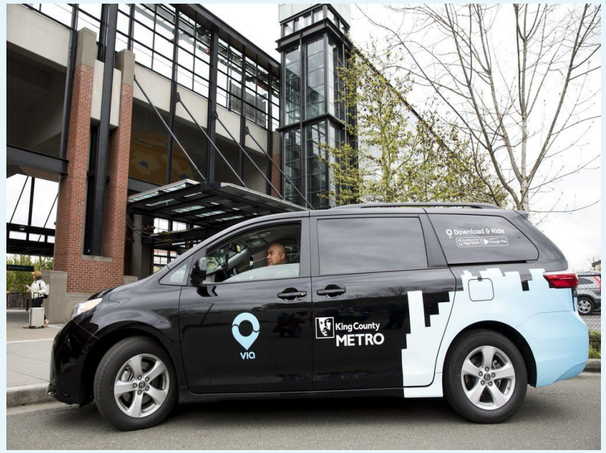
Example Partnerships

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.

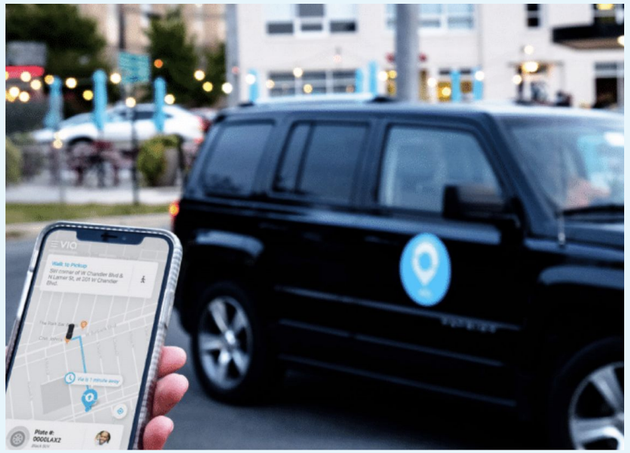


Austin, TX

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

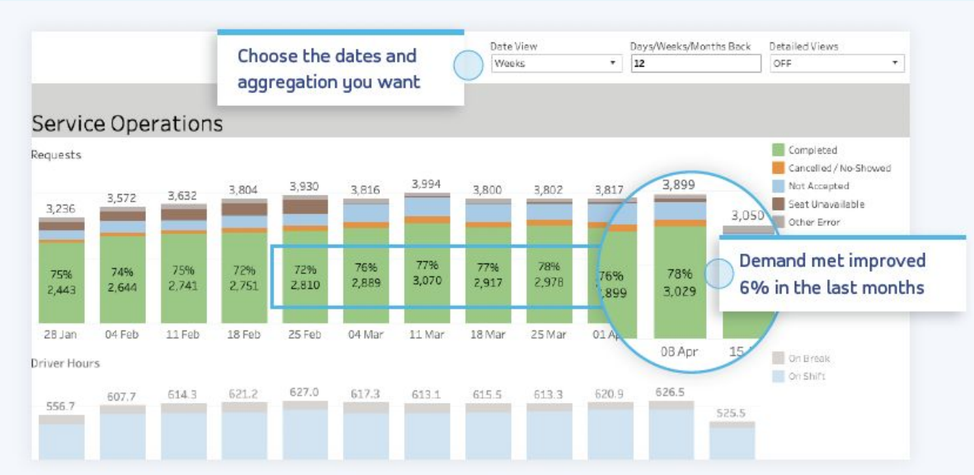
Los Angeles, CA

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

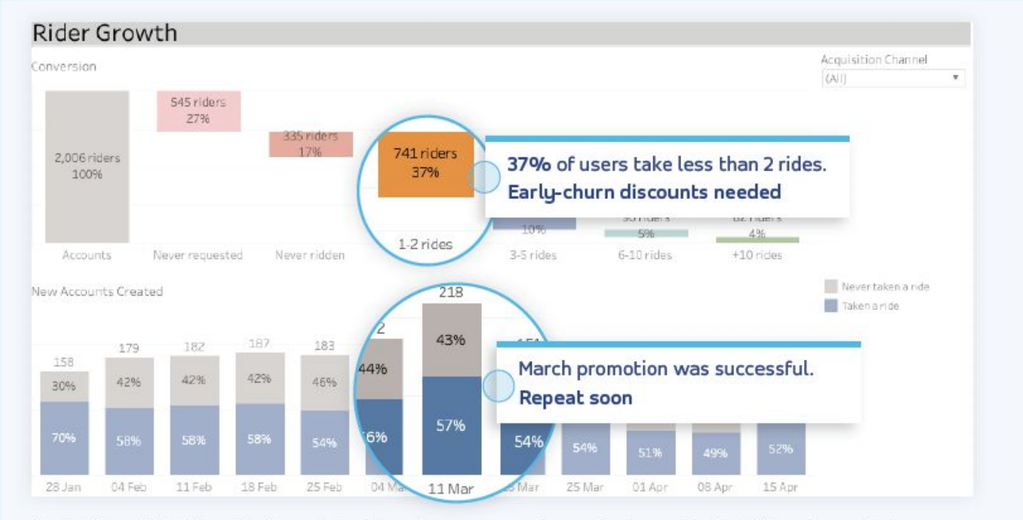


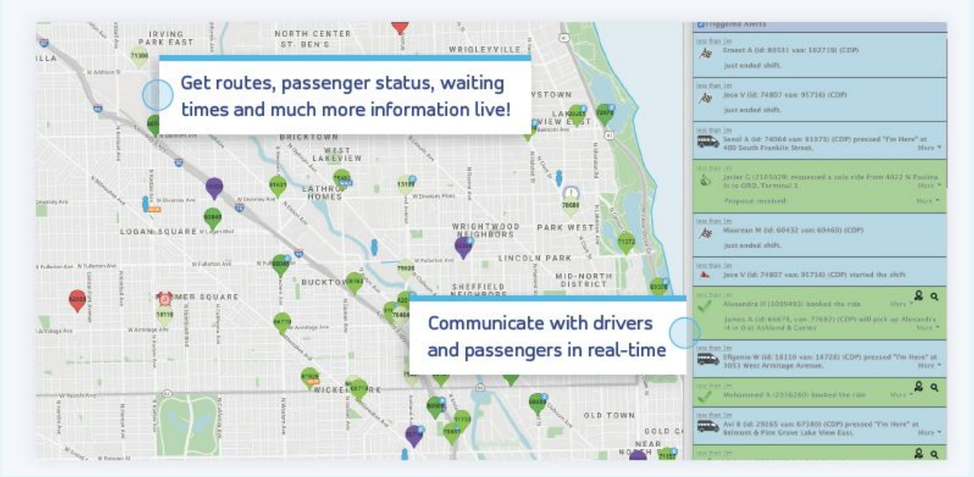
Reports and Shared Data

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

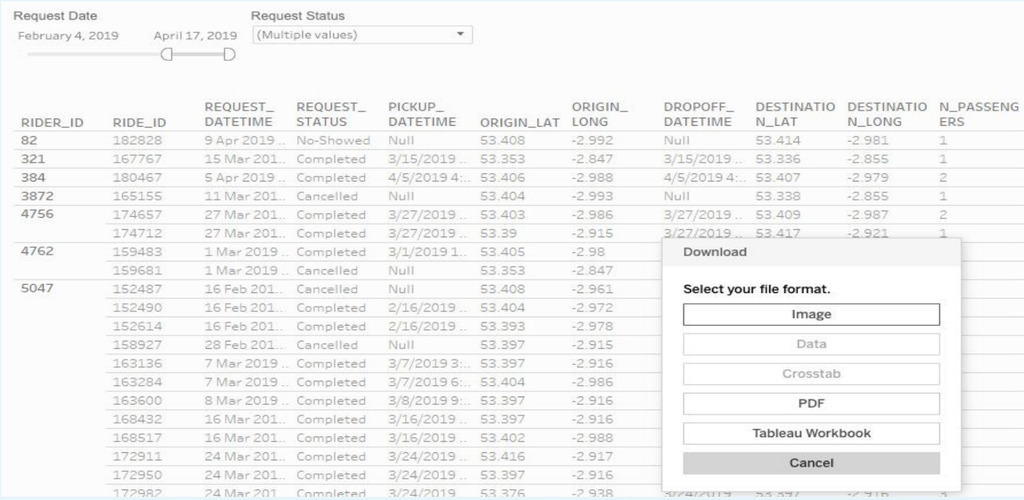


Rider Growth Report: Looking at new accounts created over the last 12 weeks and where users stand on the conversion funnel.





Visualize Service in real time



Via will produce all data required for FTA reporting.

Via. Proprietary & Confidential

Thank you.