



**ENVOY**

# **MOBILITY AS AN AMENITY**

**Exclusive. On-demand. All Electric.**

**CARB Clean Mobility Options Program  
Update: 9/15/2020**

Presented by Paul D. Hernandez  
Director of Public Policy & Government Relations

# Product: **Mobility as an Amenity (MaaS)**

Exclusive **electric** car-sharing solution for apartments, hotels and workplaces.

LIVE  
WORK  
STAY



## Full Service Mobile App

Registration, reservation, and vehicle access and control

## All Electric Vehicle Fleet

- Insurance
- Roadside Assistance
- Data Platform
- Car Wash & Maintenance

## Building Electrification

Installation of EV chargers for Envoy and privately owned vehicles onsite

Turn-key Solution



# Track Record



Partnership	Deployment Pipeline
Energy Commission (Bay Area)	30 Envoys, 15 Locations
Energy Commission (Sacramento)	30 Envoys, 15 Locations
Electrify America (Sacramento)	90 Envoys, 45 Locations
Peninsula Clean Energy	3 Envoys, 1 Location
Eversource	Supporting utility MUD Deployment
Los Angeles Cleantech Incubator (LACI)	4 Envoys, 2 Locations (Pacoima & San Pedro)
Forth/Pacific Power (Oregon)	5 Envoys, 5 Locations
Northern California, Irvine, Los Angeles, San Diego	<p><b>Robust Market Rate Deployment Pipeline:</b>            Long-term relationships with 79 leading real estate developers and owners</p>
Oregon & Washington	
East Coast	
California Air Resources Board (CARB)	Registered Low Carbon Fuel Standard (LCFS) party

# CMO Program offering

- Turn-key solutions (*Envoy's core offering*)
- Sized to customer need & scale (*approx. ~\$200k to ~\$1MM*)
- Brand & technology agnostic (*Envoy Goal: maximize e-miles, GHG emissions reduction, and technology integration*)
- Predictable, steady, & early utilization (*via rapid construction, quick transition to operation*)
- Real-time data collection & insight (*bi-weekly reporting to partners*)
- Qualitative & Quantitative market insight (*Goal: unlock market transformation*)
  
- Innovative incentive structures (*Part of our 5-year plan*)
- Revenue share modeling (*Part of our 5-year plan*)
- Long-term sustainability models (*Part of our 5-year plan*)



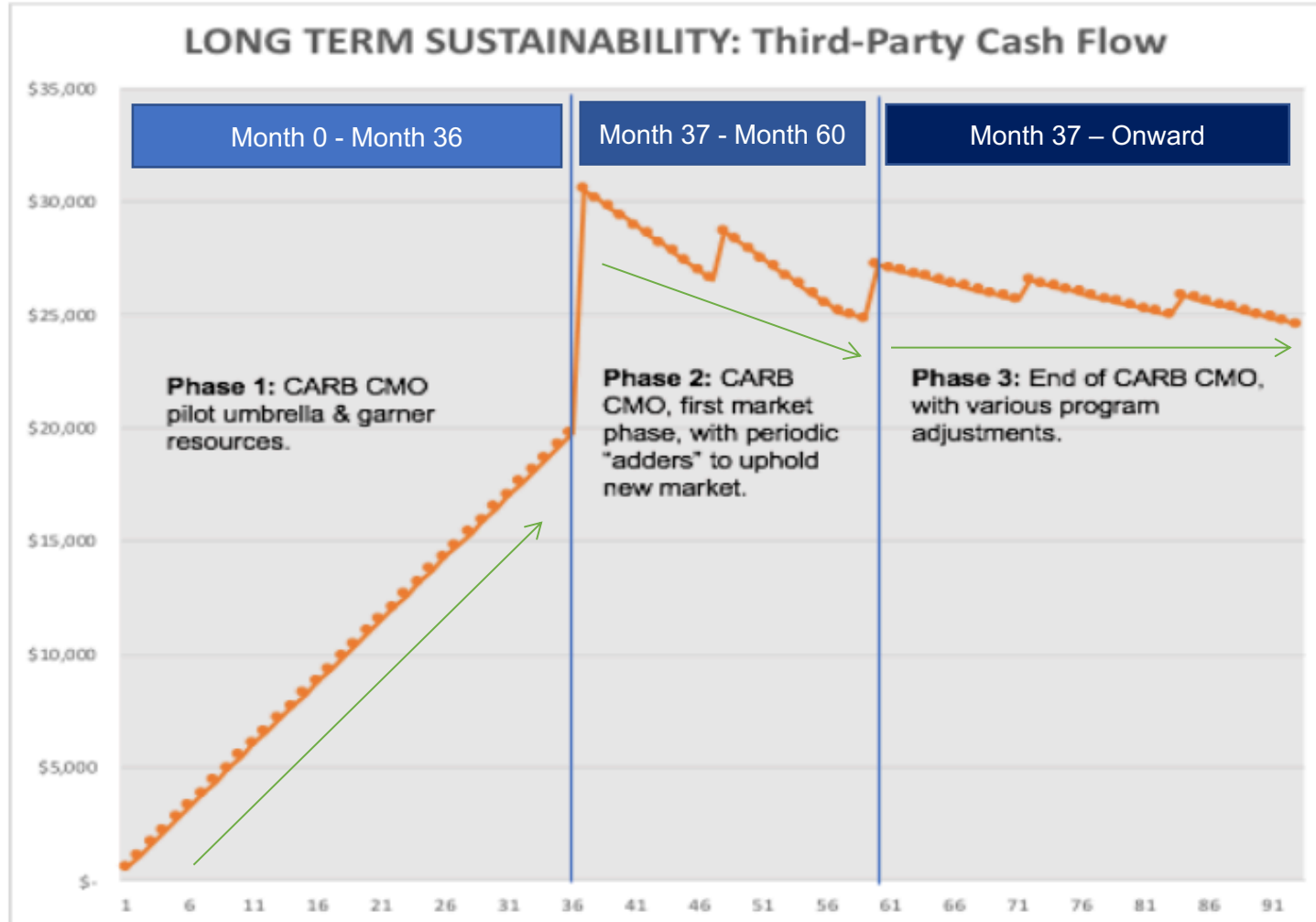
# Envoy's CARB CMO 5-year Plan? (Highlights)



**Envoy's Turn-key Pilot** will include:

- **Revenue Sharing** (with property and/or assignee)
- **Resource garnering:** a “set aside” for resources to support program post-pilot
- **Mobility wallets** that streamline customer access to resources
- **Direct Community Incentives (DCIs)** to help meet community members at their price point while ensuring market-driven transactions
- **Marketing, Education, and Outreach (ME&O)** ideally in partnership with project partners
- **Real-Time data & research analysis** to support rapid program adjustments as needed
- **Cash flow management advising**
- **An energy lens** to unlock energy-specific resources to expand program success.

# Our Goal Together: To develop the path to market success and long-term sustainability



# Let's Chat!

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## NOMINATE YOUR PROPERTY

We just need a little info!

**Email**

**Opportunity Type**  
--select an item--

**Property Name**

**Street Address\***

**City**

**State**  
--select an item--

**Phone Number**

**Property Manager Email (optional)**

**Join The Envoy Newslette**

**Disadvantaged Communi**  
--select an item--

**What else should we kno**

\*- required



**Add: "CARB CMO"**

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