

**Joyride, Inc.**

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2Y - CANADA

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INVOICE

TXAPITA Mobility (PTY) LTD
Av. Marginal, Caixa Postal nº 925 –
Maputo City, Mozambique

Date	29/11/23	Page	1
Due By			
Document No		QUB76537	

Deliver to: Maputo | Mozambique

Account	Your Reference	Tax Exempt	Tax Reference	Sales Code	Expiry	Incl/Excl
M029		N	VAT:	JVN	29/11/23	Exclusive

Code	Service/product	Description	Disc%.	Tax(inc)	Nett Price
RANDOM-X	Software System Ownership License Fee	Joyride System	-----	-----	\$ 30,000
	Custom Integration	Integration Services	-----	-----	\$ 8,000
	Maintenance and Support	Unlimited Sessions	-----	-----	\$ 2,000

Details:**- Scooter Sharing System (Software Implementation and Hardware Integration)**

- Development and Integration of Payment Gateway
- Customization for Txapita Services (including USSD, QRCode, mPESA, eMola, mKesh, service payments, credit/debit card transactions)
- Sandbox Testing Environment Setup
- API Description and Specification Setup (OpenAPI)
- Authentication Mechanisms (OAuth 2.0, API keys)
- Support and Maintenance for the First Year (With a technical visit to Mozambique – 10 days)

Banking Details:

JOYRIDE Inc. - CHASE Cheque Account : 62374874024 - Branch Code : 250655 |
Please direct any enquiries to finance@joyride.city

Received in Good Order

Order Number: _____

Signed: _____

Date: _____

Sub Total	35 970 .00
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Discount @	0.00%	0.00
------------	-------	------

Amount Excl Tax	35 970 .00
------------------------	------------

Tax	4 030 .00
-----	-----------

Total USD	40 000 .00
------------------	-------------------

Joyride

WM

Will Musisi <will@joyride.city>

Wednesday, 29 November 2023 at 12:31

To: Eddie Massinga; renemeneses13@gmail.com

Joyride Platform Ov...

5,3 MB

Download All

Preview All

Hello Eddie and Rene,

Thanks so much for taking the time to chat yesterday, it was great to learn more about your plan and we are excited to get the ball rolling. Below is a call summary as well as some additional info I wanted to pass along.

You are looking to launch a public fleet of 100 scooters in the Maputo area and require a software provider that will help you launch, scale and support your business.

Product information
I mentioned passing along more product information for you to have on hand.

[Joyride Dashboard](#): This is a high-level overview of the dashboard, which we went through.
[Part 2:](#)
[Joyride Academy](#): How to launch a profitable micro-transit system
[Business Models](#): There are several different business models that have been successful for our operators
[Revenue Potential](#): This article will provide you with more information on how much money you can potentially make with our software
[Operator App](#): Details on the operator app

I understand you'll be sending over some information (concerning communication protocols, gateways, backends, cybersecurity infrastructure, and more) to Andrew confirming which hardware is under construction with your IT team in Mozambique. Nevertheless, since we already have a full scope of the project to which we will be working with, please find attached our invoice with a reconsidered payment structure considering your purposed strategic partnership to resale after the 1st year a highly tailored and segmented platform for the African Market as you'll grow and scale to neighboring markets such as Cape Town, Nairobi, Luanda and Lagos.

To recap some key items.

- Dynamic pricing is within our list of features and was released in Q2 of 2021.
- We do have the option for peer to peer money wallet transfer, and the "Add a ride" function which allows a user to rent a 2nd, 3rd, 4th, vehicle on their profile for group rides with other registered active users.

I have attached a Joyride overview for you to reference. We'll be waiting for your payment confirmation to move forward with this exciting and magnificent project.

In the meantime, please, do not hesitate to get in touch for this or any other matter. We'll be glad to promptly assist you.

Thank you!

--

Will Musisi

Global Account Executive

325 Front St W, Toronto, ON M5V 2Y1

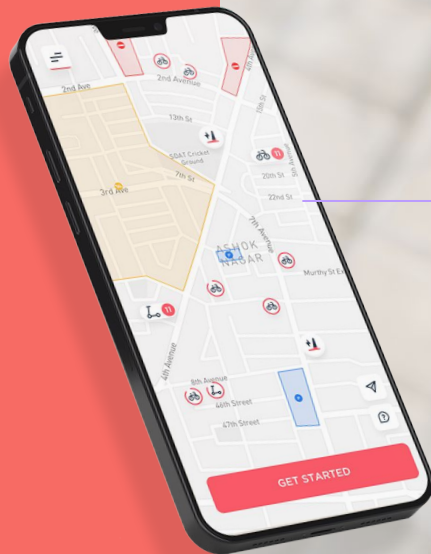
618-414-9116

joyride.city

All-in-one
micromobility platform.
All in your hands.

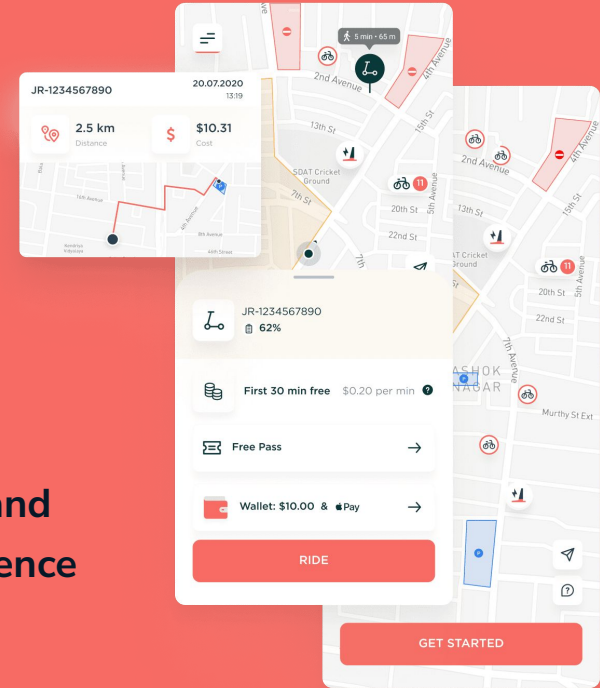


Powering Your Next Move.



Joyride is the world's first and fastest micromobility software platform.

Swiftly launch, operate and scale your shared fleet of electric scooters, bikes and mopeds under your own brand and under one management system. The Joyride experience takes you from hardware selection to software empowerment to limitless growth.





Growing Network

Joyride is home to tens of thousands of users, bikes and scooters in 200+ markets across five continents. Our network gets smarter with every trip.



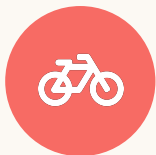
Operational Excellence

We commit to providing unparalleled around-the-clock support for our operators, ensuring platform scalability, security and compliance.



Industry Expertise

As the world's first micromobility SaaS platform, we guide operators from ideation to launch using 10 years of industry experience. We commit to continuous, iterative feature and function development.

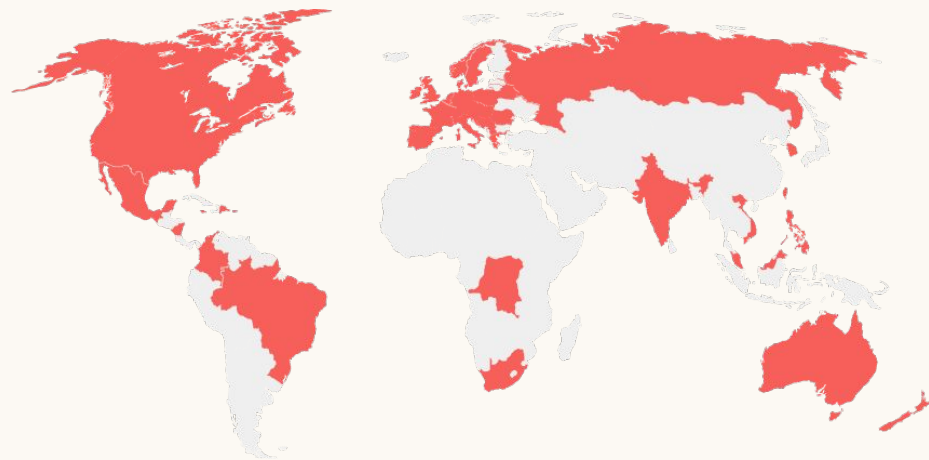


Hardware Agnostic

As the market for electric scooters, e-bikes, mopeds, smart locks and charging stations continue to grow, so does our list of trusted and sophisticated hardware partners.

We've built a global footprint, amassing operators of all sizes.

- 100+ operators in 200+ markets
- 10 languages in 35+ countries
- 25+ US states
- Dozens of industry partnerships
- Thousands of vehicles in motion
- Transparent billing: per vehicle per month



We're Powering

GOAT



SCOOTY

BAQME

glide
your
city

leaf

today

swiftmile

GINGER

HTM
kom verder!

RIDY

Our Platform

We Provide

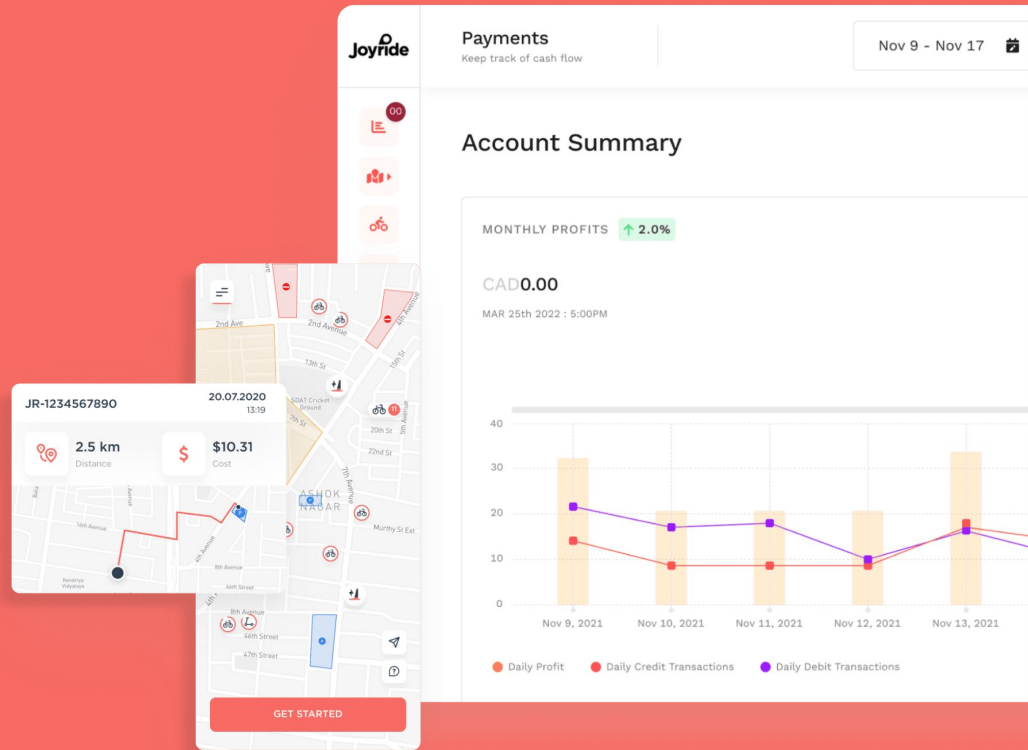
- Branded app, ops dashboard, ops app
- Payments, vehicle and user management
- Automated in-app marketing tools
- Integration with the best-selling vehicles

City Compliant

- Parking zones, speed restrictions
- Data sharing for MDS and GBFS feeds
- Instant ID verification for riders
- Global insurance partners

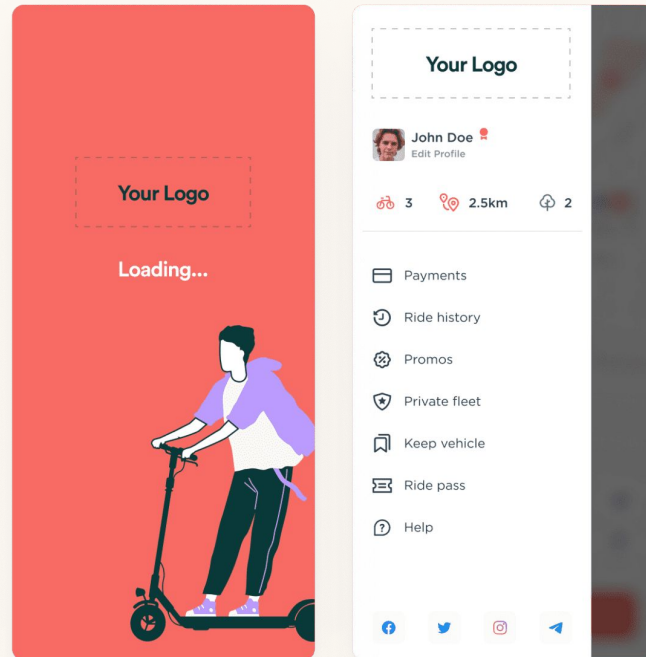
Powering Shared Mobility

- Third-party apps marketplace
- Professional services: RFP and insurance
- \$1M in vehicle financing
- Vehicle purchasing team
- Online Academy learning hub



Made fast, and fully for you. Get your **branded app** within three weeks.

Joyride's easy to navigate white-label rider app is how users reach your vehicles. It's used to find, reserve, unlock and pay for each ride.



Our Rider App gives your users a tailored, unparalleled experience.



Locate a vehicle and tap the screen to rent



Claim discounts and promotions



Rent multiple vehicles with one app



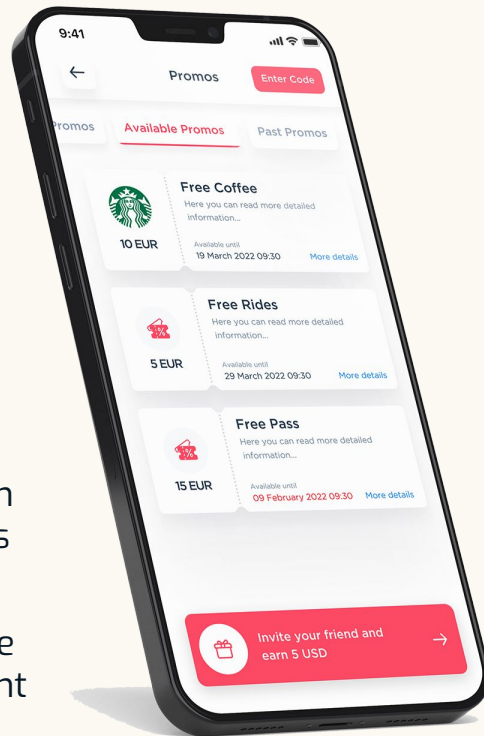
Rider support with in-app messaging



In-app instant ID verification and referral ridership codes

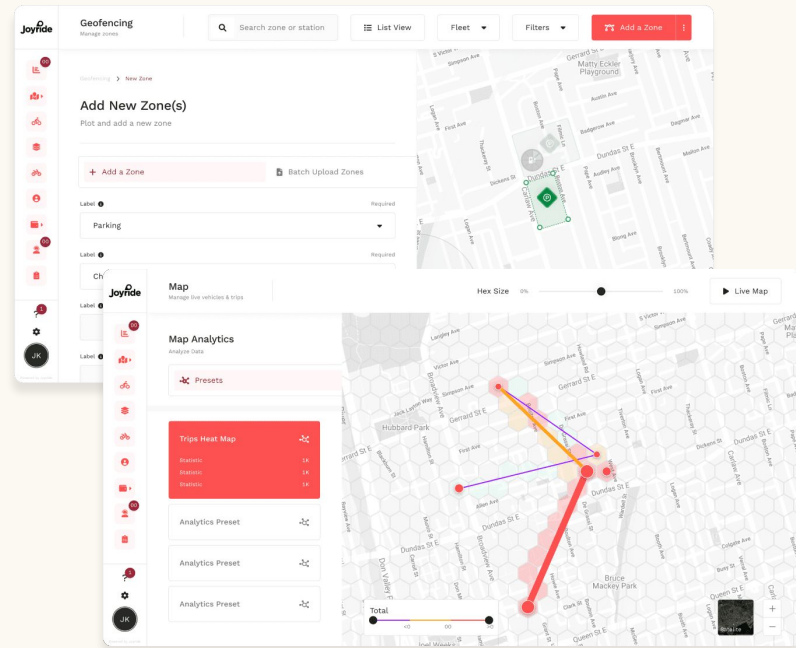


Pre-auth., Apple Pay, Google Pay and alternative payment methods



Dashboard

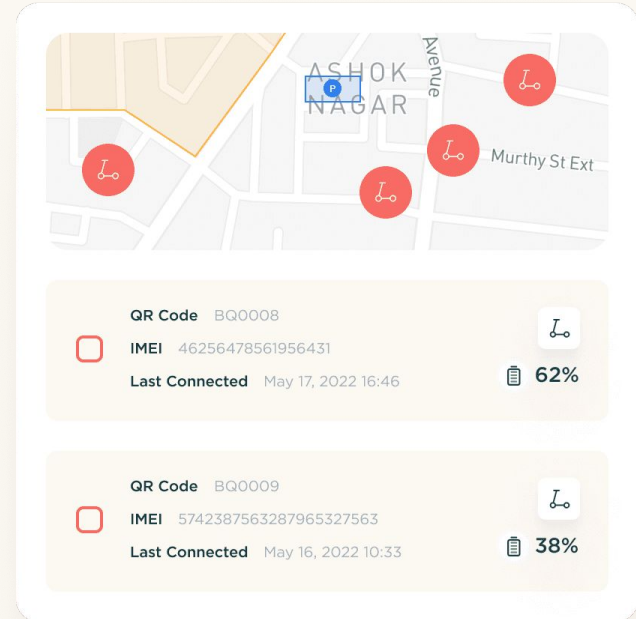
- Receive instant reports and rider analytics
- Toggle public and private fleets
- Create custom promotions and discounts
- Set advanced geofencing zones
- Reach riders with SMS and email marketing campaigns
- Manage billing plans and deposits
- Assign ticket maintenance
- Accept multi-currency payments
- Automate your operational hours



Watch your fleet move with
real-time monitoring.

Operator App

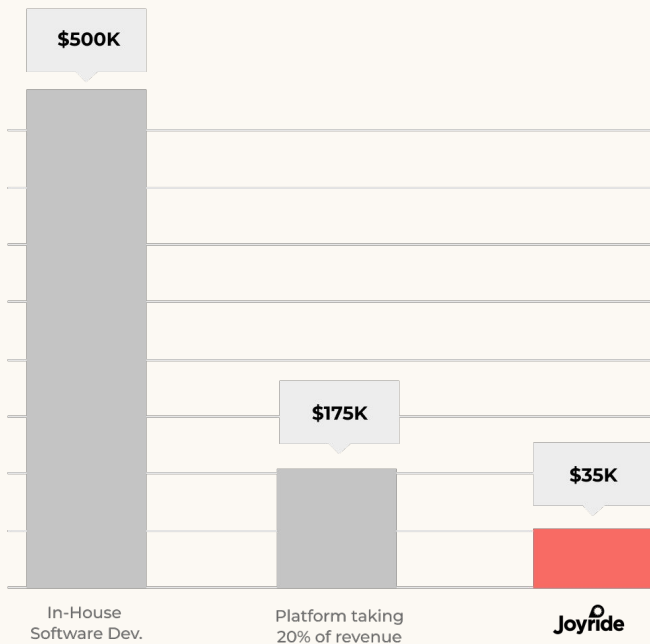
- Data access for staff
- Immediate fleet notifications for task assignment
- Trackable employee profiles
- Special location privileges for deactivated units
- Find and flag vehicles
- Multi-unlock for easy rebalancing



**Smoother operations are in
your hands.**

Estimated Annual Operating Costs \$USD

*Data based on 200 vehicles estimates from market conditions



The Joyride platform lowers your operating costs by 93%.

Profits go up, operating costs go down.

- Enable your fleet management staff to rebalance your vehicles more efficiently
- Eliminate the need to hire your own in-house developers
- Minimize vehicle-maintenance costs and time through active monitoring
- Save time with automated usage and billing reporting
- Never worrying about data and server fees...those are covered by Joyride

Third-Party Hardware Integrations

Vehicle Manufacturers



Smart Lock & IoT Manufacturers



Docking Station Manufacturers



And more...

“

“Joyride is our preferred value-added partner. Think of an Apple iPhone. There’s the phone itself (our scooters) and then there’s the backend iCloud operating system– in this case, Joyride’s software platform.”

Tony Ho
VP OF GLOBAL BUSINESS
DEVELOPMENT, SEGWAY

Case Study - **HTM**

Background

Dutch transit agency HTM spent three years searching for a software platform to launch its city-wide bike-share system

Problem

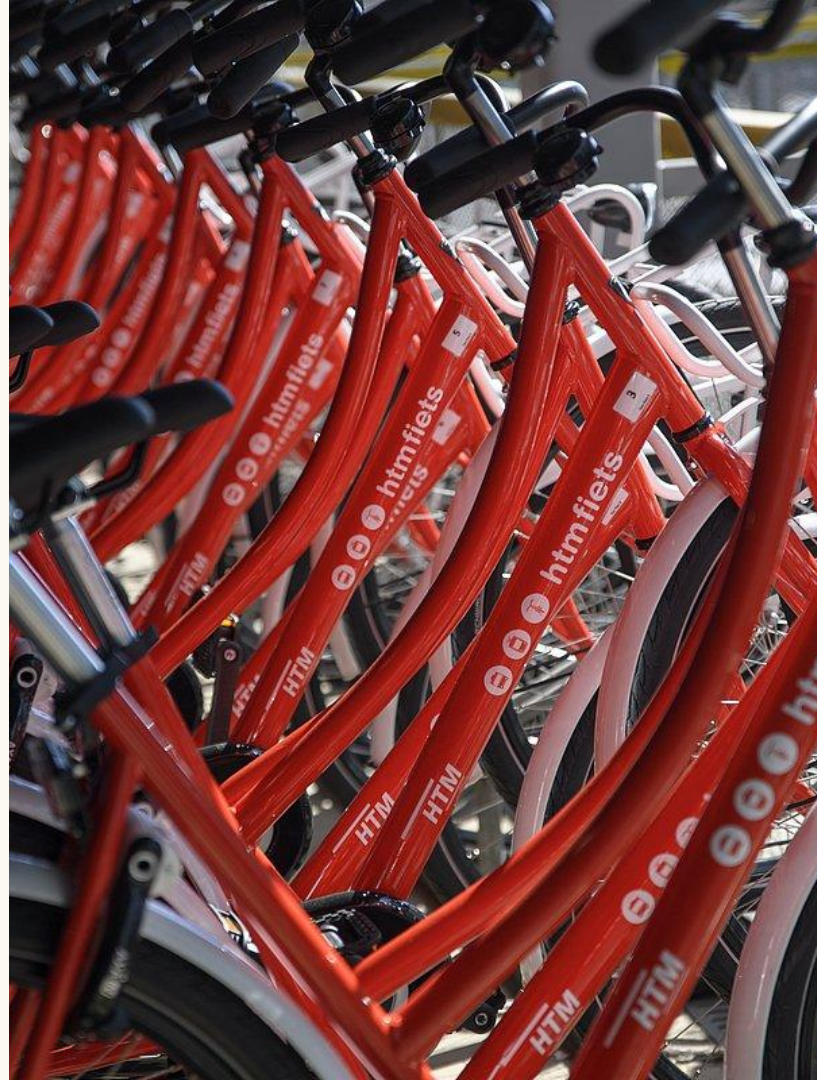
Required a seamless rental experience for users that met the high standards of the organization, all by 60 days

Solution

Joyride created HTM's mobile app, backend, custom data management and localized payment gateway

Results

Successful launch of a bike-share with one of the oldest transit agencies in the world. HTM is now in its fourth season with Joyride



Case Study - GOAT

Fleet Type

Scooter-sharing franchise based in the US

Problem

Required global scaling for 40,000+ vehicles and private fleets for over 100 locations

Solution

Full platform and multi-hardware integration for multiple markets

Results

On Joyride's platform, GOAT manages a large volume of users in a combination of public and private systems. Plus, the company isn't limited to one hardware brand.



Case Study - FRÖG

Fleet Type

Public scooter-sharing based in Portugal

Problem

Required a quick migration to the Joyride platform with no disturbance to existing user base

Solution

Frog iOS and Android Rider App with third-party premium features, fleet-management software and 24/7 support

Results

Enabled Frog to smoothly migrate and grow its fleet size by 300% within two weeks, and increase its market share against Bird, Lime and Superpedestrian



"If you have the right tech partner, there are no limits. Switching to Joyride has freed up our time to focus our dollars and efforts on scaling operations and moving people sustainably."

Sean Flood, Frog Co-Founder

Every Joyride customer counts

Joyride makes operating a micromobility business good for the planet and your wallet. With 30% profit margins, our operators are typically profitable within three months of launch. Even sooner, your business will significantly reduce our global carbon footprint by getting people out of cars and onto eco-friendly lightweight devices.

**4.1 million
miles**
travelled

**2.6 million
kilograms**
greenhouse gas offsets

**296,000
gallons**
gasoline saved

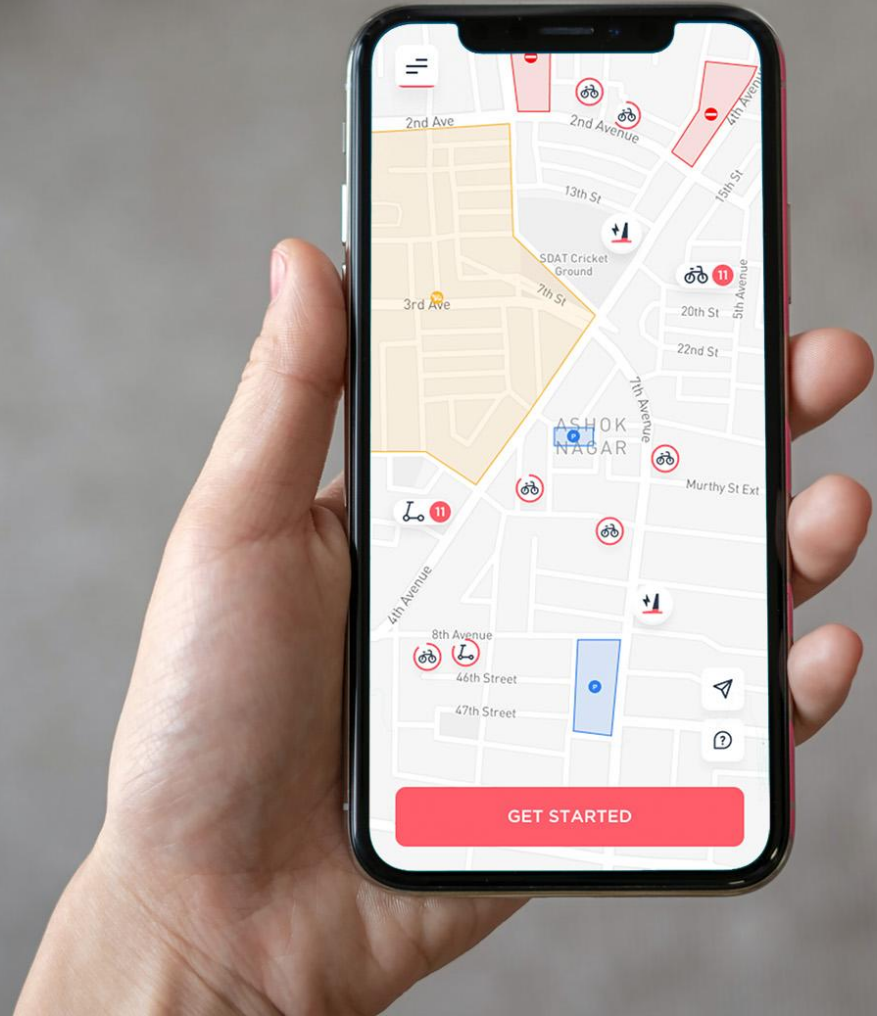


Make your mark in
micromobility
with us.



 **in f**  @joyrideCity

 joyride.city  hi@joyride.city





Multi-scan: On



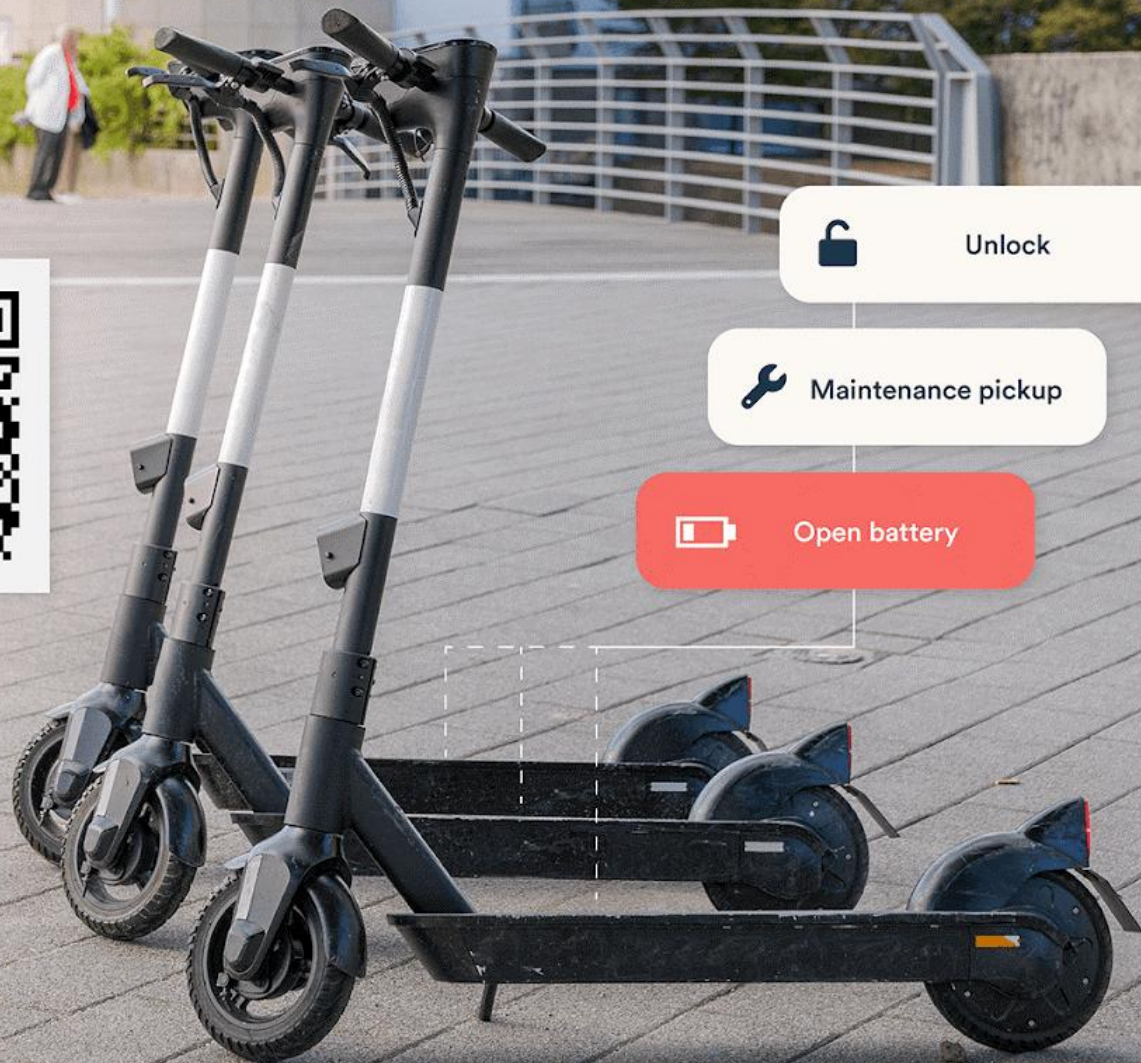
Unlock



Maintenance pickup



Open battery



Features

The only thing missing from the Joyride platform is your logo. Our platform powers any micromobility vehicle, anywhere worldwide. See how our white-label solutions are packed with powerful features you won't find anywhere else.

Fleet Management

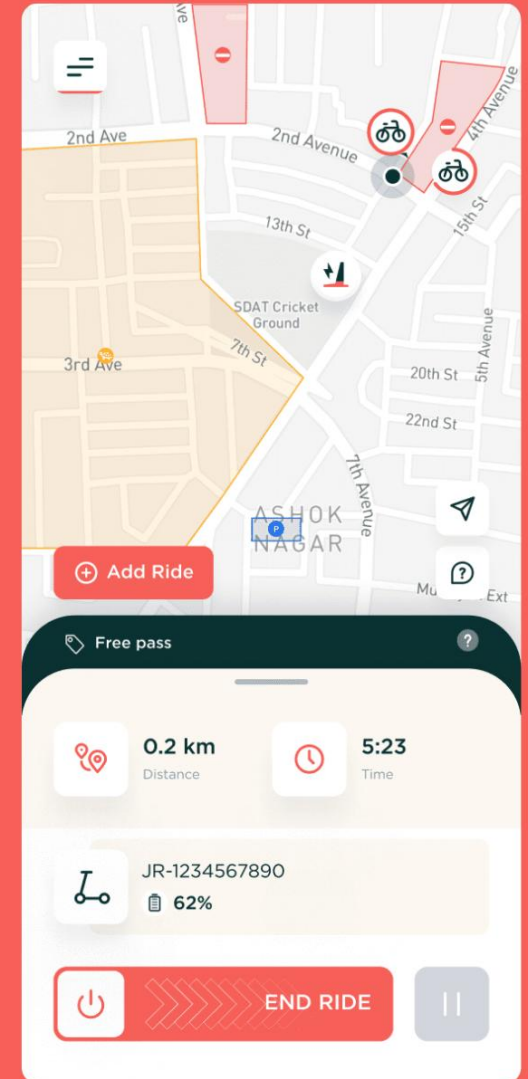
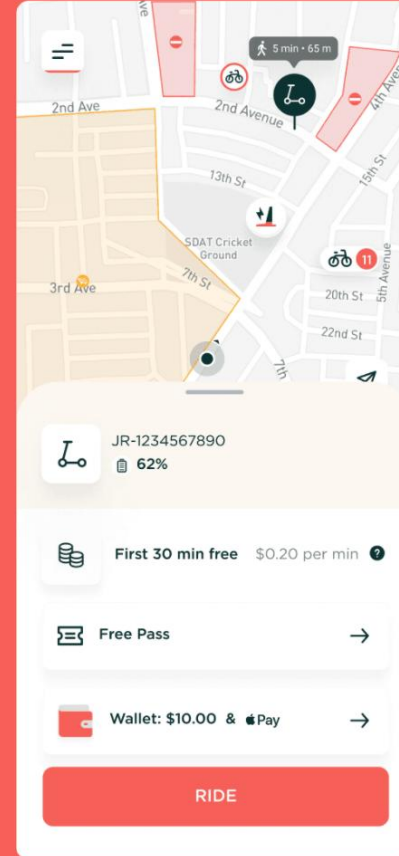
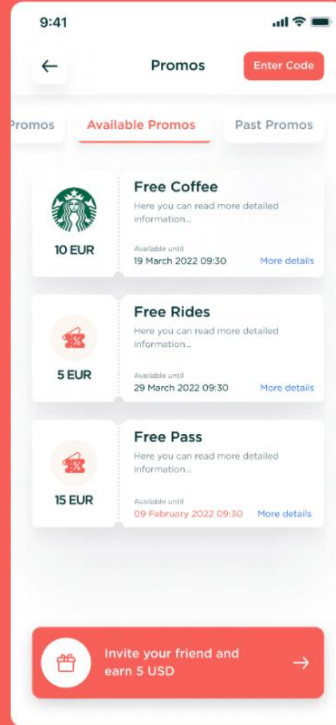
Customized App

Payment

ID verification

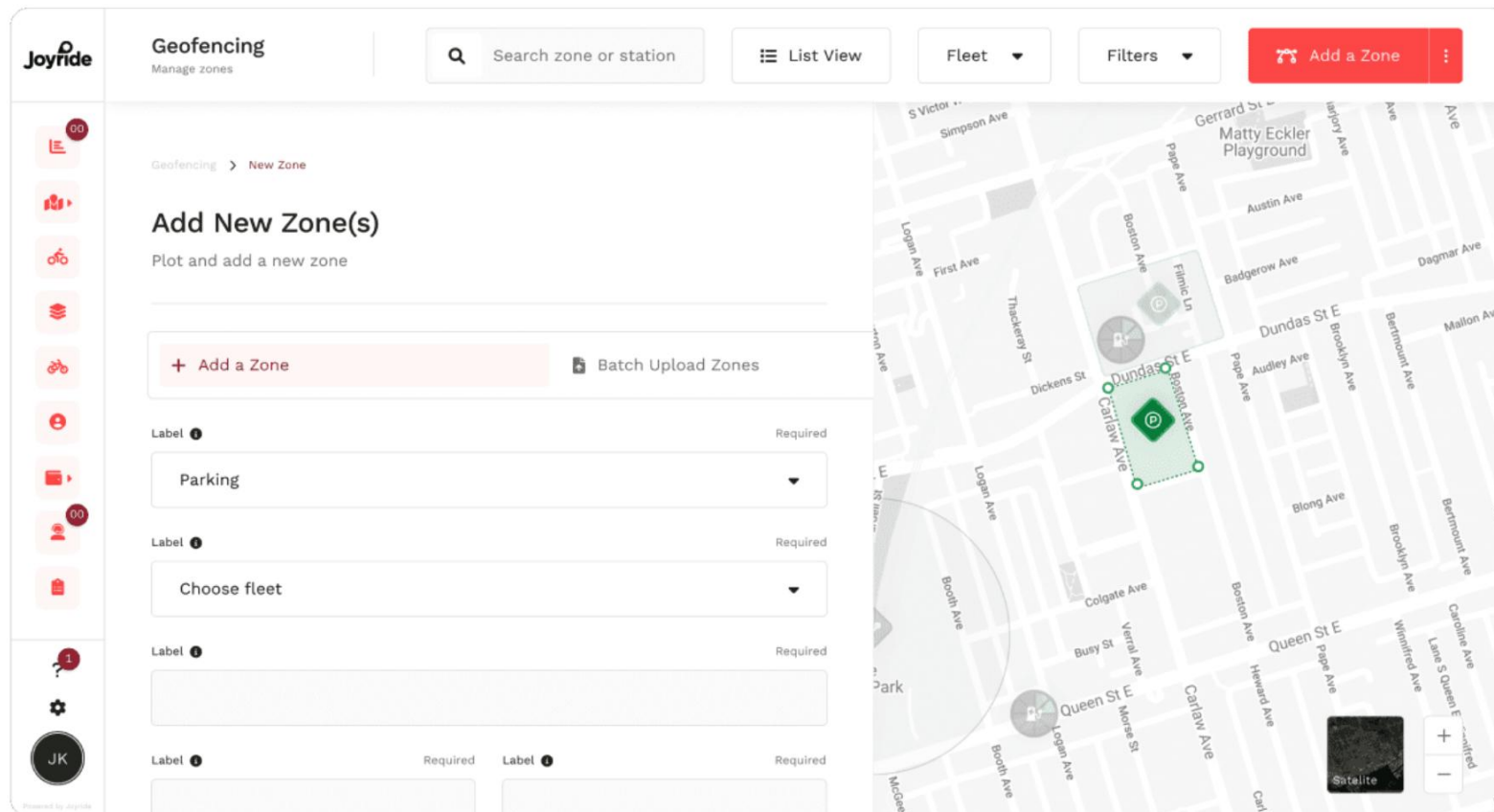
Marketing

Unmatched Customer Service



Fleet Management

Watch your fleet move with up-to-the-minute monitoring. Manage your operations from anywhere with automated tools that are easy to access and use.



Get powerful insights on your riders, payments, trip lengths and more straight from your dashboard. With us, reporting is free (and priceless).

Set geofencing parameters at the flip of a switch. Assign “no parking zones” and “slow zones.” Review heat maps and access data that will improve your operations.



Urgent Tasks

You have 5 items to attend to

3

Ticket(s)

1

Update(s)

1

Task(s)

FLEET PRODUCTIVITY ↑ 2.0%

3

Used Vehicles ⓘ

FLEET HEALTH ↑ 2.0%

10 %

Percent of Fleet Rented ⓘ

FLEET PRODUCTIVITY ↑ 2.0%

5 %

Percent of vehicles not connected ⓘ

FLEET PRODUCTIVITY ↑ 2.0%

10

New Signups ⓘ

Analytic Overviews

[Edit Charts](#)

DAILY FLEET(S) ACTIVITY

Daily Trips and Riders Per Day

RIDERS ↓ 3.0%17
Total Riders2
New RidersTRIPS ↑ 2.0%126
Total Trips42min
Usage Per Day
Per Vehicle

Map Analytics

Analyze Data

Presets

Trips Heat Map

Statistic 1K

Statistic 1K

Statistic 1K

Analytics Preset

Analytics Preset

Analytics Preset

Total

<0

00

>0



Customized App

Branded App

Made Fast

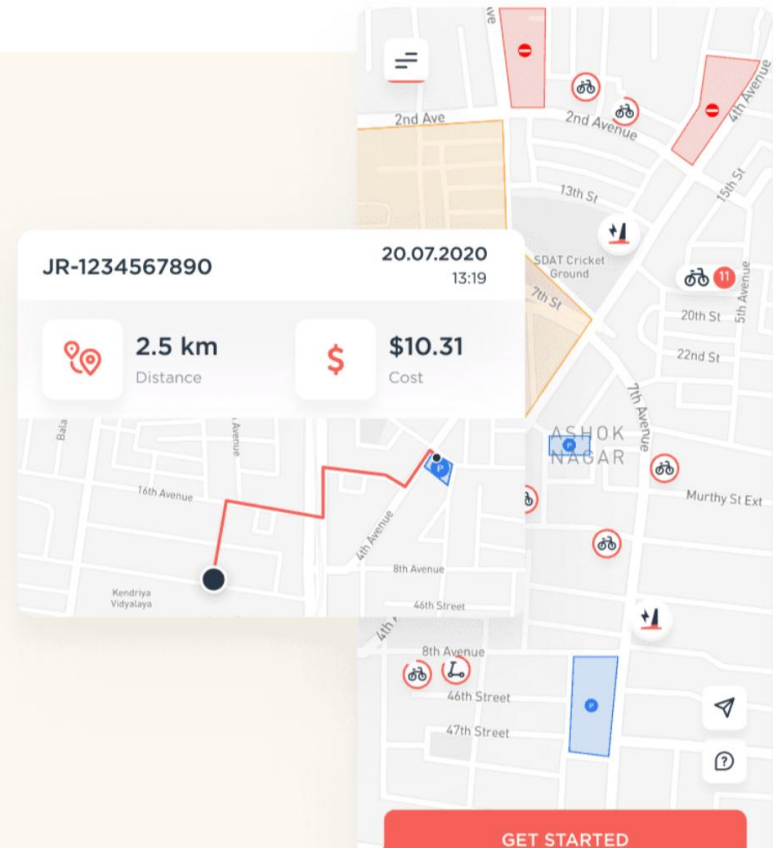
Multiple Currencies

User Experience

Your Rider app, ready to go.

Joyride's white-label user app is how riders reach your vehicles. It's used to find, reserve, unlock and pay for each ride.

[Learn More](#)



Customized App

Branded App

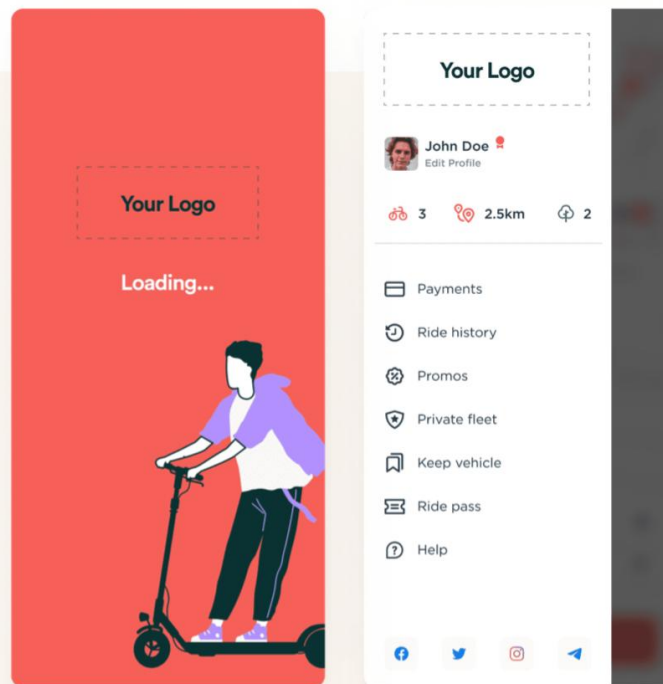
Made Fast

Multiple Currencies

User Experience

Made fast, and fully for you.

Get your branded app within three weeks. Once you've customized it with your logo and branding, the app is ready for download via the Apple Store and Google Play.



Customized App

Branded App

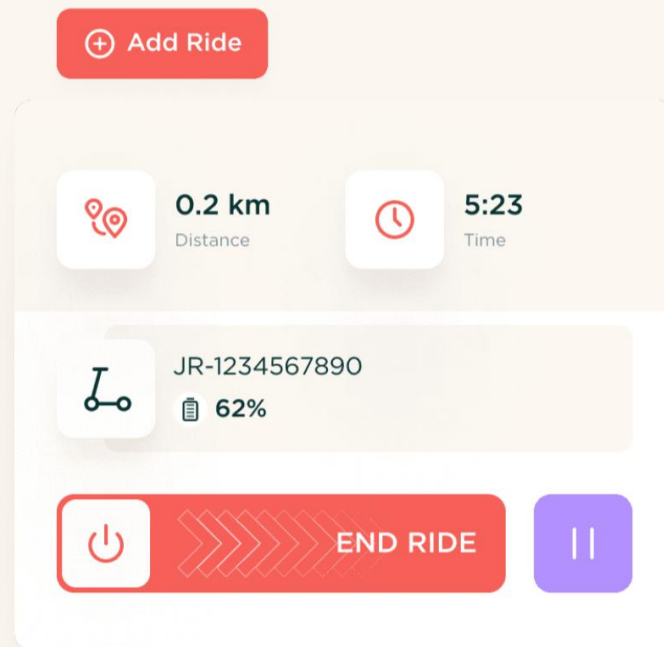
Made Fast

Multiple Currencies

User Experience

Multiple riders— and multiple currencies.

Our app lets your riders book up to four users at a time, and they can pay using multiple currencies.



Customized App

Branded App

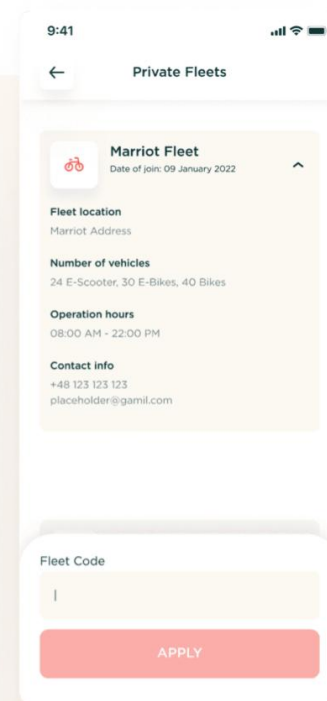
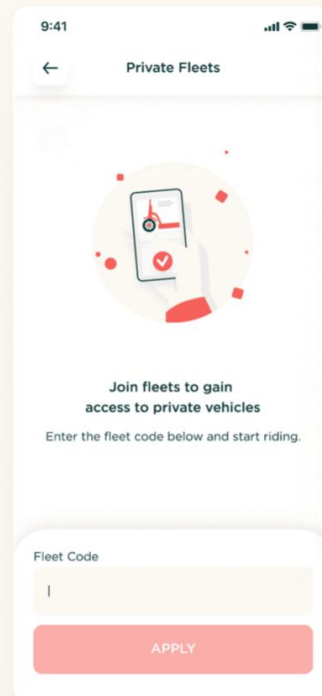
Made Fast

Multiple Currencies

User Experience

A user experience like no other.

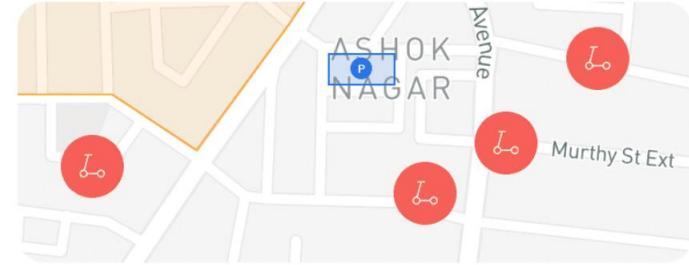
There's a reason why our customers' apps are consistently ranked in the top spots. Joyride's white-label rider app is easy to navigate in seconds.







OPERATOR TOOLS

Smoother operations are in your hands.

Joyride's Operator App provides data access for staff, immediate fleet notifications for task assignment, trackable employee profiles, special location privileges for deactivated units, simple multi-unlock for rebalancing and more.



☐ QR Code BQ0008 
IMEI 46256478561956431
Last Connected May 17, 2022 16:46  62%

☐ QR Code BQ0009 
IMEI 5742387563287965327563
Last Connected May 16, 2022 10:33  38%

Payment methods



**** 9876

Default method



Apple Pay

+ Add payment method



Wallet: \$0

Preload funds to save your time



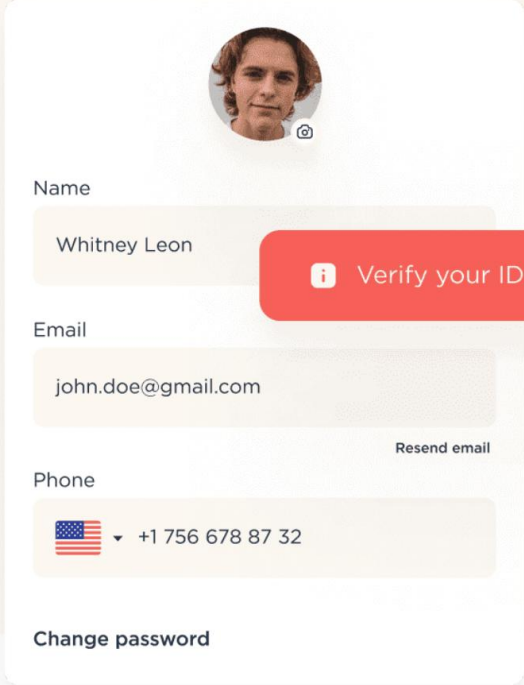
PAYMENT

Easy, riders.


Our white-label app lets riders use alternative payment methods easily accessible directly through their phones. Operators are safeguarded with pre-authorization tools. Accept payment directly in multiple currencies. Apple Pay and Google Pay are integrated and ready for use.

ID verification

Offer speedy and secure real-time driver's license verifications to your riders through Joyride's branded app. Vehicle renters can quickly provide any valid ID, prove they meet age requirements and submit facial confirmation. It's selfie first... then set sail.



A user profile card for Whitney Leon. At the top is a circular profile picture of a woman with curly hair. Below the picture are three input fields: 'Name' with the value 'Whitney Leon', 'Email' with the value 'john.doe@gmail.com', and 'Phone' with a dropdown menu showing the US flag and the number '+1 756 678 87 32'. To the right of the email field is a 'Resend email' link. At the bottom of the card is a 'Change password' link. A red notification bubble with a white 'i' icon is positioned over the right side of the card, containing the text 'Verify your ID before starting a ride'.



Name


Whitney Leon

Email

john.doe@gmail.com

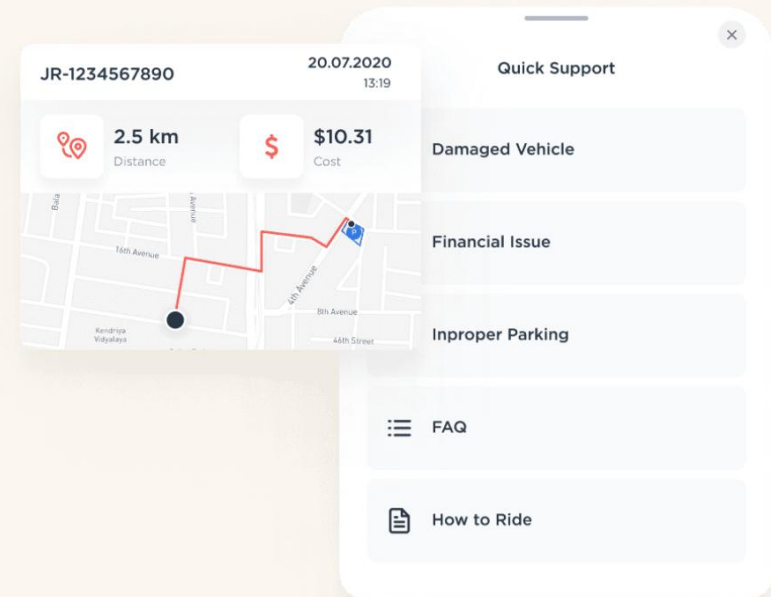
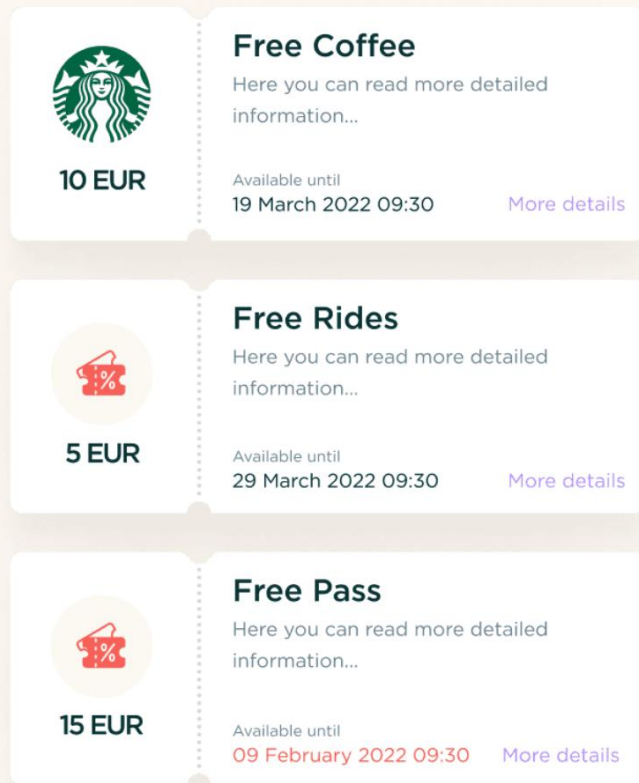
[Resend email](#)

Phone

 ▼ +1 756 678 87 32

[Change password](#)

i Verify your ID before starting a ride



Marketing

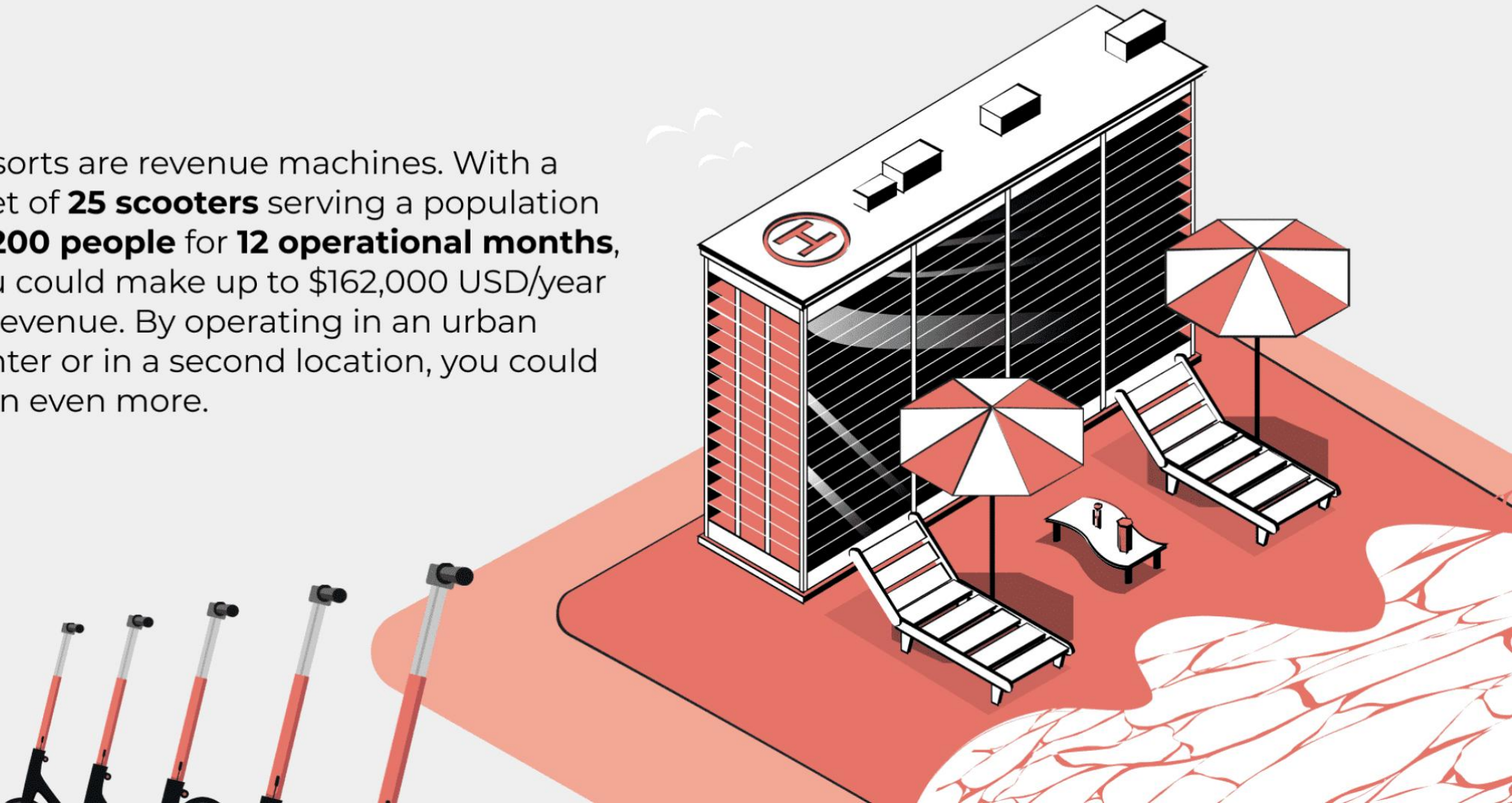
Reach your riders and keep them engaged with powerful automated marketing tools, including promos, in-app advertising, referral programs and campaigns with local businesses. Send SMS and email campaigns with the tap of a finger.

Unmatched customer service

Joyride's in-app support and reporting system is your ticket to brand loyalty. Get a direct line to your customers' concerns so you can get them back on the road quickly.

\$162,000

Resorts are revenue machines. With a fleet of **25 scooters** serving a population of **200 people** for **12 operational months**, you could make up to \$162,000 USD/year in revenue. By operating in an urban center or in a second location, you could earn even more.



This is how much money e-scooter companies can make in a year


FEBRUARY 3, 2022

It’s well established that scooters are fun, but it’s time to talk about scooters in terms of *funds*. How much money can e-scooter companies make?

Operating a scooter-sharing service is a lucrative venture. In fact, the scooter-sharing industry experiences an estimated 30% gross profit margin on scooter rides. We chart the specifics to see how much money you can earn with either a public or **private e-scooter business** model—and why turning to a third-party tech platform will significantly lower your operating costs at the same time.

Public Scooter-Sharing

Even with varying fixed costs involved, a 50-vehicle fleet owner can expect to **recover upfront costs in three months**. In other words, you will become profitable by month four. These profits will naturally increase based on fleet size.



	50 Scooters	100 Scooters	1,000 Scooters
Gross Revenue / Trip	\$4.05	\$4.05	\$4.05
Trips per Day	3	3	3
Revenue per Day	\$12.15	\$12.15	\$12.15
Profit Margin	30%	30%	30%
Profit / Unit	\$3.65	\$3.65	\$3.65
Fleet Size	50	100	1,000

Total Fleet Profit

Per Day	\$182	\$365	\$3,645
Per Month	\$5,468	\$10,935	\$109,350
Per Year	\$65,610	\$131,220	\$1,312,200

Private Scooter-Sharing

A business-to-business or private shared system for hotels, campuses and deliveries eliminates the permit process and the pain of insurance. A B2B fleet comes with built-in customers ready to ride and **huge financial upsides**. Here's an example:

\$162,000

Resorts are revenue machines. With a fleet of **25 scooters** serving a population of **200 people** for **12 operational months**, you could make up to \$162,000 USD/year in revenue. By operating in an urban center or in a second location, you could earn even more.

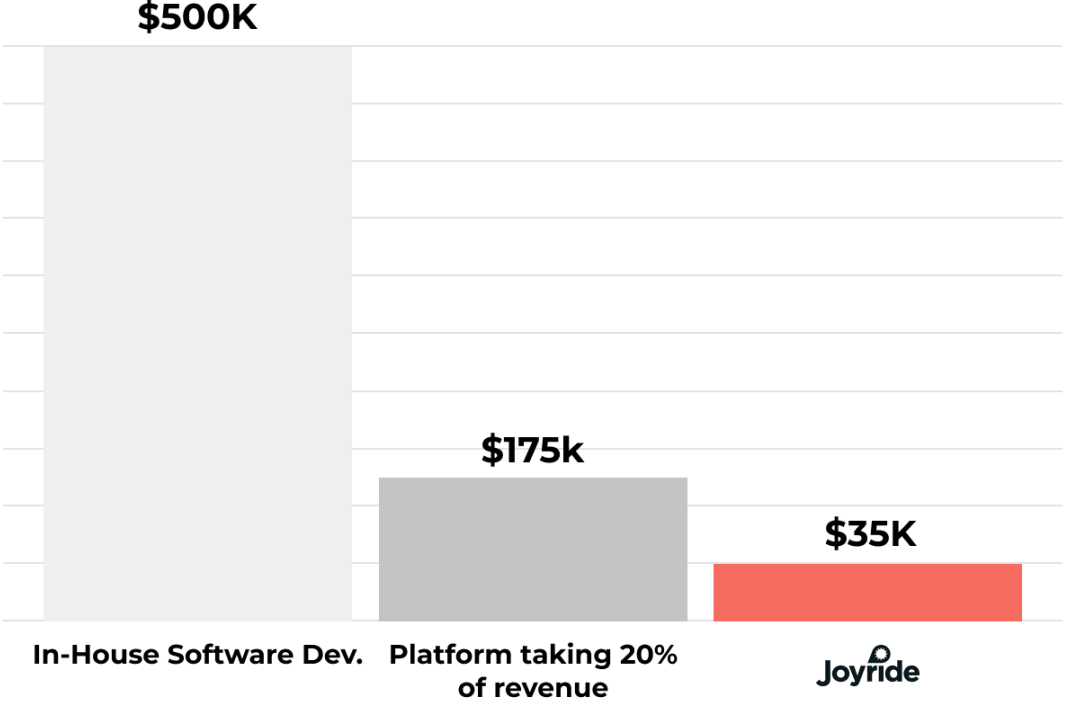


Profits go up, operating costs go down.

Using Joyride software will lower your operating costs by **93%** through monitoring, automation, reporting and software development.

Estimated Annual Operating Costs \$USD

*Data based on 200 vehicles, estimates from market conditions

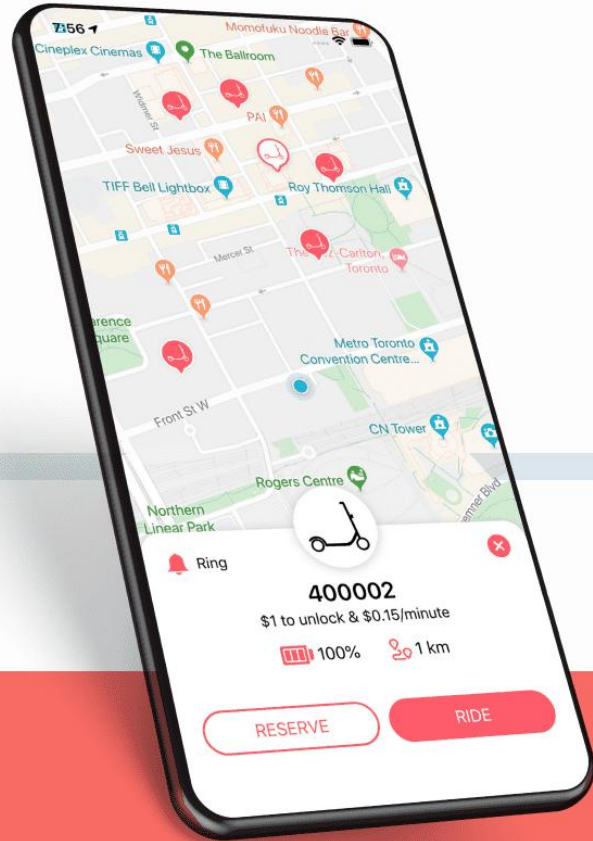


Category	Cost (\$USD)
In-House Software Dev.	\$500K
Platform taking 20% of revenue	\$175k
Joyride	\$35K

Scooter-sharing companies come in all models and sizes. But the bottom line is that your bottom line is positioned to significantly benefit from a rental service. There are, of course, global and impactful **environmental benefits** as well.

Beyond providing the backend management and white-label app needed to power any **scooter-share**, Joyride is your one-stop solution for hardware, insurance, city permit setup, industry resources and all other considerations that come with your fleet. Learn more about the market potential in your city or business area—and how we can help you build your fleet as efficiently as possible—by contacting us.

Joyride



Private micromobility models: Lease scooters and e-bikes for deliveries in 4 steps

APRIL 15, 2021

There are a number of shared models to consider within the [micromobility](#) space, and oftentimes a hybrid of traditional public-sharing systems and [private B2B schemes](#) go hand in hand. The use of scooters, e-bikes, cargo bikes and mopeds for private delivery systems has gained significant attention over the past year, with the need for at-your-door service at an all-time high for consumers.

Food-delivery apps like DoorDash and Skip The Dishes have simplified the ordering process, and there's no reason why the actual mode of delivery should be any different. As part of our private micromobility models blog series, we're highlighting how to lease out vehicles as a third-party courier (or *to* third-party couriers) using Joyride's software platform. Here's your route to capturing consistently reliable revenue in four simple steps:

Step 1: Know your business model

Are you a current scooter or bike-sharing operator with a private or public system in place? Or are you a delivery/courier service looking to add a fleet of [micromobility vehicles](#) to your riders? Depending on your existing business model, you can either plan to lease your existing fleet of vehicles to independent contractors on an individual basis, or you may rent out an entire dedicated fleet of vehicles to an employee-based staff. The former has hustle incentives for gig workers and stability on payback for you as the operator, while the latter centralizes control and liability.

Step 2: Assemble your fleet the sustainable way

Sustainable deliveries are most often on the backs of mopeds, e-scooters, e-bikes and traditional bikes. Vehicle selection hinges a lot on your business model and location. For example, many downtown services are primed for scooter and e-bike deliveries due to the proximity of residents, limited car parking, ease of maneuverability across multiple infrastructures (roads, bike lanes, bike trails, etc.) and the increasing popularity of congestion zones with car tolls. Expect to see a huge influx of electric vehicles used specifically for delivery purposes over the next few years. In The Netherlands, which is [celebrated for its exemplary biking infrastructure](#), at least 14 cities have announced they will allow [only emission-free delivery vehicles](#) after 2025. The Dutch government is giving delivery firms more than US\$5,900 in financial incentives to buy or lease electric vehicles, which will save one megaton of CO2 every year by 2030. Additional regions are expected to follow, including a Boston-based e-cargo delivery pilot program [slated for 2022](#), which means more opportunities for sustainable delivery models are going to go up alongside those food orders and online shopping bills.

Step 3: Customize your reservation app

Whether you're a courier business, a restaurant or assembling your own fleet from the ground up, a white-label reservation system is an integral part of your business. All bikes, mopeds and scooters operating on Joyride's software platform are tracked and monitored using GPS and geo-fencing parameters through our backend management system, which also allows vehicles to be leased individually or in clusters. Lease rates and date ranges may be set through our [Joyride Keep](#) long-term reservation platform, which enables operators to set daily, weekly or monthly rental systems per vehicle. You may also set customized payment rates for whatever rental time frequency your operating lease model dictates.

Step 4: Rent to riders...and repeat

Once your business model, vehicles, reservation app and backend management system are in place, it's time to deliver the goods. If you're renting to individual riders, a contract worker may pick up your vehicles at a central location, or you might personally have devices delivered on a recurring daily, weekly or monthly cadence. Under the centralized operational model, you can rent vehicles as part of a courier system where the staff of employees fulfills dedicated restaurant and consumer product deliveries. For example, last year food delivery giant Deliveroo [struck a deal](#) with electric moped rental company Elmovo, which rents out mopeds by the hour specifically to Deliveroo riders. The moped comes with all the cargo gear necessary as well as insurance. With Joyride's turnkey solutions, your ability to sync hardware, software and fleet management with delivery services is just as within reach.

With more cities resorting to sustainable car-free solutions, the delivery industry is going the same way. Electric scooters and bikes are more cost-effective over the long term and help in reducing both noise and pollution. Find out more about delivery models and how our software is a driving force behind them by [contacting us](#) today for a deeper discussion.

The 4 best B2B models for shared mobility businesses

NOVEMBER 5, 2020

This year, we’ve watched a number of mobility operators use Joyride software to either adopt or amplify business-to-business (B2B) models to not only *meet* a new kind of demand from the micromobility industry, but actually *grow* because of it. Especially now, as consumer ridership is fragmented in certain locations, the prospect of launching (or pivoting to) a private B2B model is appealing. By providing their fleets or rental services directly to another business—such as a hotel, college campus, delivery system or franchised network—B2B operators are securing steady revenue streams without being tied to individual end users or the logistics that come with public fleets.

So what’s the best B2B route to go? Here, we’ve highlighted the four top options that are paying off for shared mobility operators.

1. Franchising

A franchise model doesn’t have to be complicated, and it offers many benefits for both established operators and prospective ones. With a franchise, you are a parent company and your customers are other micromobility businesses that rent out vehicles under your brand name and through one streamlined platform. Using our [software](#), operators franchise their brand by adding unlimited scooter-share and bike-share franchisees all through one backend dashboard. Each of these multiple franchisees then has its own customized dashboard and user app under the franchise umbrella. The model creates a turnkey solution for operators to scale their businesses and it gives franchisees immediate access to all the hardware, software and branding they need. It also gives businesses a greater opportunity to compete with multi-billion-dollar companies by significantly expanding their fleets with minimized risks.

This is the case with [GOAT](#). Headquartered in New Jersey, GOAT’s micromobility network uses a pseudo-franchise model, providing its 30+ scooter-share customers with the ability to operate under a licensing agreement. Entrepreneurs who launch a GOAT-branded scooter-rental business with fewer than 50 scooters will pay a 20% monthly licensing fee, and the percentage gets to as low as 10% as fleet numbers rise (up to 300 scooters or more). GOAT also charges an operational fee of \$8.50 per scooter per month.

“We lean into the local strategy and focus on independently owned and operated fleets. There are large and wide markets out there, and they’re not always in the most popular cities,” says GOAT CEO David Nazaire. “We give entrepreneurs the tools they need to launch in cities that may be small but have active downtown areas, and these businesses have the freedom to partner with their own local companies and advertise with them using Joyride software.” Nazaire says his company is experiencing significant growth this year in terms of franchisees, despite the changing landscape of COVID-19, with strong interest also coming from outside the U.S. in places like Puerto Rico and Cyprus. Just as GOAT benefits from a B2B business structure, Nazaire says many of his operators are also going B2B and not just renting vehicles to the general public. “There can be layers upon layers in the B2B world,” he adds.

2. Hotels

While global tourism has been significantly impacted by COVID-19, local travel is still thriving in certain regions. Hotels are in a particularly unique position to offer their guests safe ways to get around their cities (without the use of public transit) and venture into surrounding areas through bike or scooter-based excursions. In a successful hotel B2B rental model, an operator will provide a hotel or hotel chain with a series of vehicles, which are then rented directly by guests using the white-label [rider app](#). The hotel will pay a predetermined fee to the operator, and the operator can supply all vehicle-tracking software and payment management. For the hotel, this system eliminates the headache of sourcing hardware, setting up a rental/payment system, worrying about tracking vehicles and having to employ multiple people to oversee the program. For operators, this model provides direct access to consistent renters while only having to communicate and appease one real customer: the hotel itself.

Of course, syncing with an entire hotel chain is an optimal scenario. For example, [FLOWBikes](#) in Portugal has an exclusive partnership with the [Selina hotel chain](#), which rents out vehicles under the Selina by FLOWBikes name. FLOWBikes launched this year, mid-pandemic, and the choice to partner with a hotel chain has proven to be a recession-proof one. “The hotel model has a great advantage since it lets you tap into a demand that’s already there,” says FLOWBikes co-founder Jose Maria Abecasis Soares, who recently spoke [in more detail](#) about his company’s model. “The Joyride platform is perfect for what we are doing, and for the hotels it makes the renting process so seamless. Everything is virtual; there are no front reception logistics involved.”

3. Corporate and college campuses

One of the main perks of a B2B model is avoiding the process of obtaining a city permit. More of our operators are seeing how easy it is to offer their services to corporate companies and campuses, which in turn rent out to vehicles to their employees or students. Again, this guarantees a steady stream of rentals while also spreading brand power among a large group of people. Providing vehicles to campuses also helps these institutions give employees or students a safe way to travel beyond using public transit.

Launched in 2019, [Blip Scooters](#) is a New Zealand-based B2B mobility company that provides scooters to corporate offices. Essentially, each company has its own “shared” fleet. Operating on Joyride’s software platform, Blip’s services include maintaining, charging, repositioning and managing e-scooter fleets and their users.

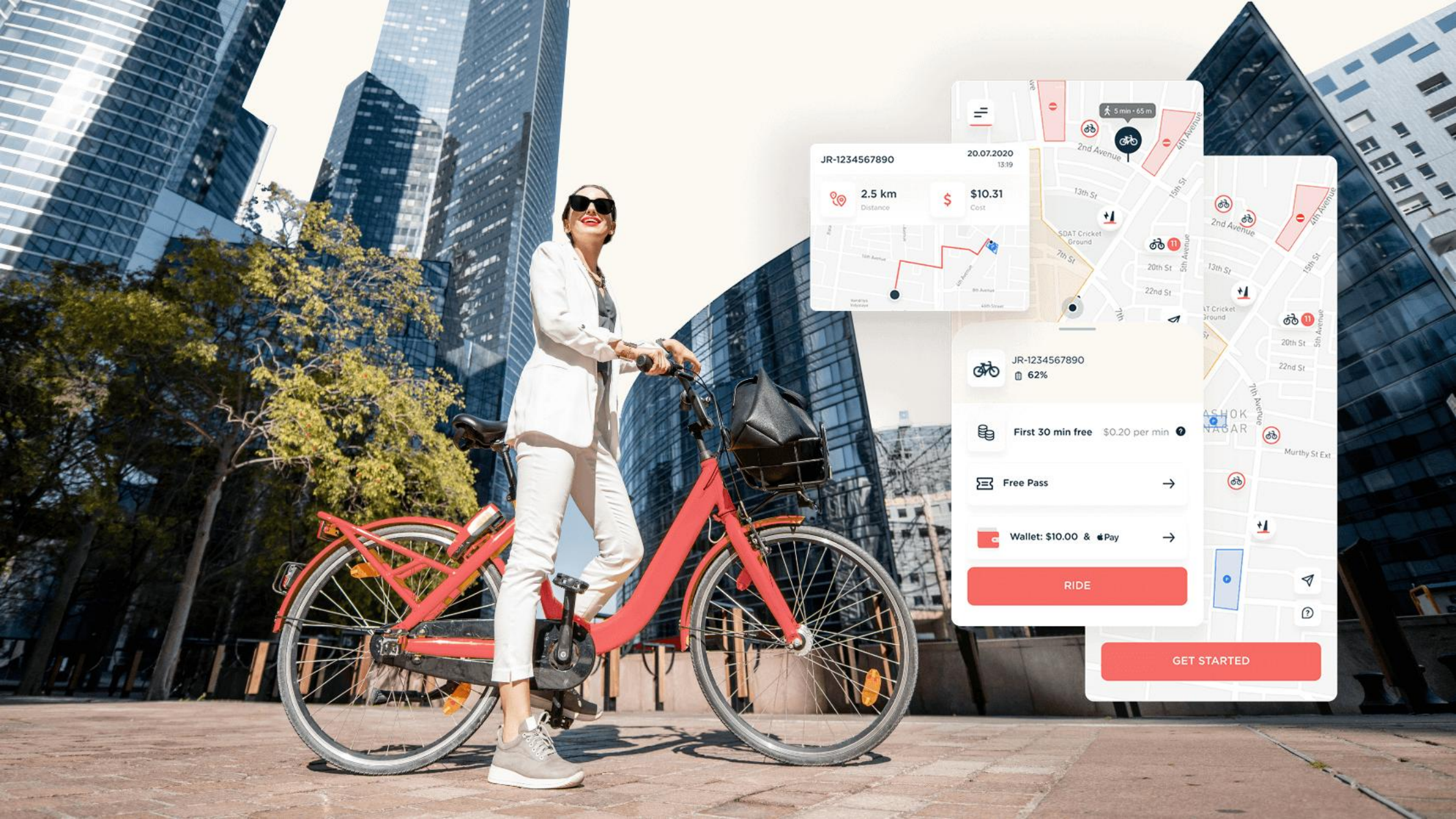
“A lot of corporate offices are eager to swap their traditional car fleets with e-scooters, especially those that have multiple employees going on short trips around the city,” says Blip Scooters co-founder Ahmed Al-Jumaily. “The problem we found was that corporate offices can’t rely 100% on city-run shared schemes due to lack of on-demand availability. Our Blip-to-Business scheme offers businesses something they can rely on 100% of the time, at reduced costs. And for Blip, this means we experience an ongoing stream of revenue.”

4. Deliveries

Typically, B2B operators can rely on fewer clients than consumer-focused ones because of the amount of money a single business customer can generate. Think of this in the case of renting out vehicles to food-delivery drivers. In many instances, a fleet owner can have only a handful of ongoing drivers in his or her network that will rent scooters on a recurring daily basis—or for longer periods of time using our [Joyride Keep](#) extended rental platform. Food-delivery apps like Uber Eats and Skip the Dishes are seeing more than double year-over-year growth due to the global pandemic and stay-at-home orders, resulting in a heightened demand for drivers.

Under a B2B delivery model, operators typically rent out individual bikes, e-bikes or scooters for a daily flat rate (approx. \$30/day) through [their white-label app](#), and then these drivers use the vehicles to fulfill their delivery orders and commitments for whatever contract they have in operation. Using Joyride’s backend management system, operators set specific geofencing parameters for the drivers, ensuring vehicles automatically slow down or stop if they steer beyond the parameters. If there’s any issue in terms of vehicle support, notifications are all made through the user app, too. With lockdowns intermittently happening across the globe, this model provides a viable way for mobility businesses to stay in operation while also providing much-needed services (and revenue) during this time.

The founders of these B2B businesses may have different approaches and area codes, but they all implemented models that have kept their companies in demand even in an uneasy economic climate. As a B2B SaaS platform, we have more to say about the steps and software it takes to launch a business-first fleet. Contact us [here](#) for details.

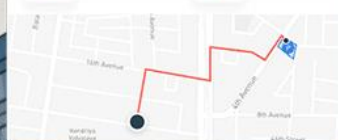


JR-1234567890

20.07.2020
13:19

2.5 km
Distance

\$10.31
Cost



JR-1234567890
62%

First 30 min free \$0.20 per min

Free Pass →

Wallet: \$10.00 & Apple Pay →

RIDE

GET STARTED

How to boost employee benefits with a corporate shared mobility fleet

NOVEMBER 30, 2023

Imagine a bustling company, known for cutting-edge products and a commitment to innovation in every aspect of its operations. Their corporate HQ, a sprawling technology park, was built with sustainability in mind: bike racks line the parking lot, electric cars are rentable by employees, and a small fleet of golf carts is used to shuttle parcels and important guests efficiently around campus.

On paper it's a statement of the company's dedication to employee well-being, and **sustainable business transportation**. These non-financial factors of Environmental, Social, and Governance (ESG) are increasingly important in attracting and retaining talent. The trouble is, this company's employees aren't engaging with the available benefits.

The problem with company vehicles

Without a digital reservation system for the corporate cars, most people opt to drive their own vehicle rather than waste time on the rental process. When it comes to the bike program, employees favor walking over the effort of pedaling a mechanical bike—if they can even find one nearby.

Overall, the shared mobility options lack synergy. Even worse, the manual sign-out processes don't support the image of a cutting-edge company.

The smart solution for corporate shared mobility

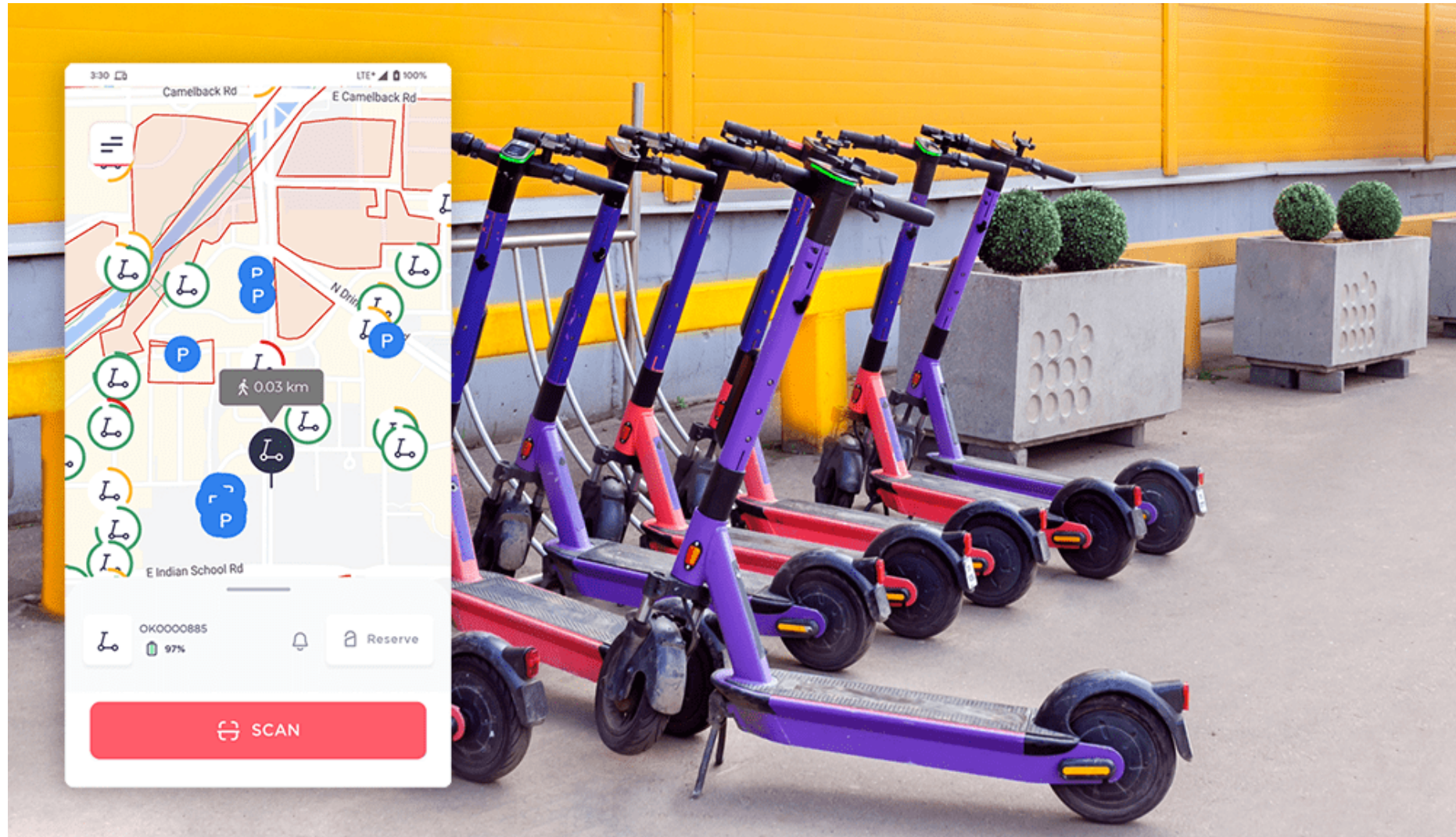
The Joyride platform makes corporate vehicle rentals a breeze with a **branded Rider App**, backend fleet management system and automated tools at your service. Bikes, scooters, golf carts, minicars (and any other smart-enabled vehicle) can be managed from a single platform—even in multiple locations around the world.

Here's how it works:

Connected Corporate Mobility

A connected system of corporate vehicles is made 'smart' by several technologies such as bluetooth, GPS, and an **IoT device**. Smart connectivity allows for real-time monitoring of vehicles status, battery charge, location, and condition. This enables employees (and visitors) to see nearby available vehicles, reserve them, and unlock them via your company-branded mobile app.

Joyride **white-label** software is already integrated with a wide portfolio of leading smart vehicles, so all you need to worry about is selecting which e-bikes, scooters or **minimobility** vehicles best suit your program goals.



Keyless Company Convenience

Keyless operation is critical for the efficiency of any shared mobility program. With a smart-connected fleet, employees no longer need to pick up keys from a rental kiosk, or worry about lost or misplaced keys. Instead, they can unlock and start a corporate-branded mini car, e-bike, or scooter using just their smartphone.

Keyless access also adds a layer of security and convenience, linking user accounts with specific vehicle use.

Shareable Business Benefits

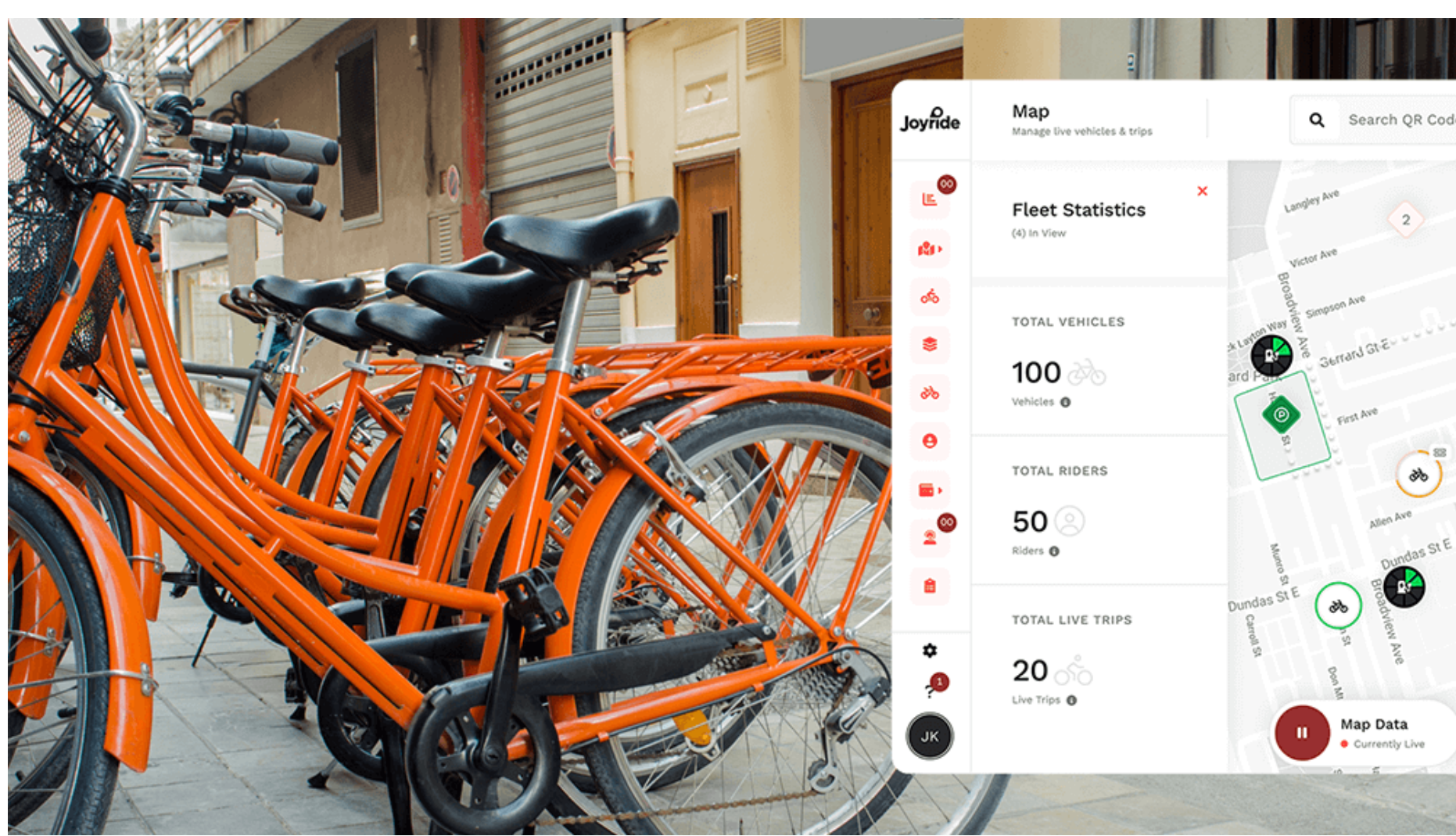
Corporate mobility fleets can have a big impact on **sustainability goals**. A quick scan and ride rental process also means that multiple individuals can use the same vehicle throughout the day.

By enabling free access to lightweight electric vehicles such as mini cars, e-bikes, and electric scooters, employees are encouraged to actively participate in sustainable urban mobility practices—forming new habits which continue outside of the workplace.

Trackable Company Assets

Every smart-enabled mini car, e-bike, and e-scooter in a corporate mobility program is trackable in real-time. Gone are the days of reimbursing mileage – now you can see exactly where and when vehicles are used.

The Joyride dashboard provides comprehensive analytics for vehicle usage including time, distance and pick up and drop off locations. This is key to enhancing accountability and transparency in a corporate mobility ecosystem, and measuring the environmental impact of business-related travel.



Supercharge corporate sustainability goals with an electric shared mobility fleet

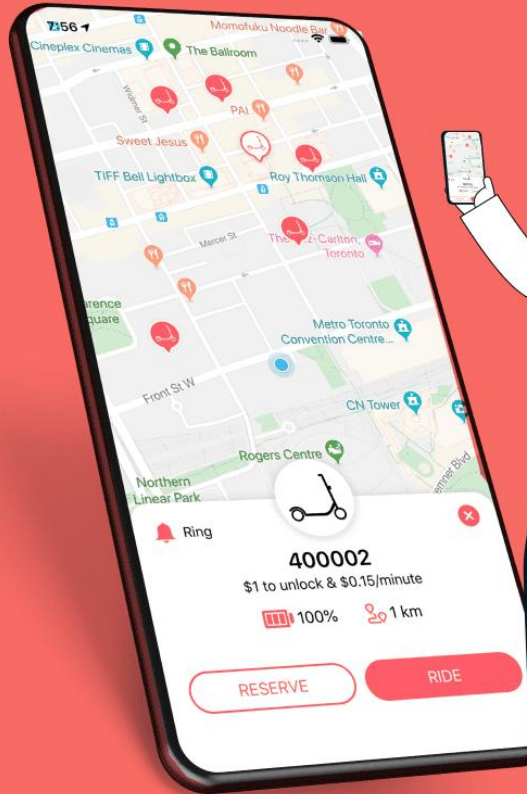
Imagine the company from before, now with a logo-emblazoned fleet of smart electric vehicles. The result is seamless connectivity, increased employee satisfaction, and efficient transportation— all contributing to a more productive work environment.

Employees spend less time navigating the vast campus, now preferring scooters and e-bikes to zip to meetings. Travelling to off-campus business meetings has never been easier with keyless company mini cars, and the fleet has even become a conversation starter, strengthening a brand of innovation and sustainability.

With the same software platform, the company has even introduced electric golf carts for security and maintenance personnel on campus.



Joyride



How to launch a bike and scooter-sharing fleet at hotels

MARCH 28, 2023

Have you checked in with the benefits of offering branded scooter and bike rentals at hotels?

Offering electric scooter and bike rentals at hotels and resorts is a lucrative business venture—and it provides an added adventure for guests. As we continue to explore untapped **B2B private sharing systems**, here's why hotels are a viable mobility model.

A hotel-based shared system eliminates the headache of sourcing hardware, setting up a rental and payment system, worrying about tracking vehicles and having to employ people to watch it all happen. For third-party operators, hotels provide built-in riders ready to rent, one centralized pick-up/drop-off point, reliable revenue streams and no competitive permit process. In other words, **say goodbye to city lobbying and hello to hotel lobbying**.

According to P&S Intelligence, the global **micromobility market** is expected to reach **US\$9.8 billion in 2025**, tripling from US\$3 billion in 2018. The industry's tentacles will start to reach the hospitality sector, and e-scooter/bike rentals will inevitably become an expectation among guests. Whether you're managing a hotel, managing a fleet that can be leased to a hotel or just managing your next business venture, here's how to get going in the hospitality space:

First, fill that vehicle void

It's safe to say that most travelers want to explore their surroundings. For hotels and resorts, being able to fulfill the ability of providing eco-friendly, safe and low-cost transportation is a serious value-add for guests. So what's the starting point?

In order to launch a rental scheme, you first need to assemble your fleet. Depending on your location, budget and occupancy, you can start with anywhere from 10 to 100 vehicles. **Joyride Garage** has exclusive inventory of the world's leading e-scooter, e-bike and smart-lock manufacturers, meaning we can help with initial vehicle selection as well as fulfillment, shipping and setup on your hotel grounds.

Get connected with a software system

Once vehicles are sourced and set, they're not fully functional until they're synced with an IoT device and user-facing **Rider App**. This is done through the creation of your own hotel-branded app and backend dashboard management system.

Your customized user app offers guests the ability to select multiple vehicles for rental (and pay for them at the same time); accept promotional offers; receive email and SMS notifications; pay for their trips based on duration; extend rentals for days at a time using Joyride Keep functionality; provide **instant ID** verification; and more. As easy as it is to host in-house, hotels may outsource the entire shared fleet process to independent contractors or established businesses that will handle the logistics using our backend. Click [here](#) for a demo of how our software platform works in either scenario.

Let riders rejoice (and ring in more revenue)

Once your fleet is established and connected, guests can download your Rider App to locate the nearest vehicles and scan their QR codes to begin their trips. All scooters, e-bikes, mopeds and traditional bikes are tracked using Joyride's backend dashboard, and any payment is also accepted through the app.

You're able to set GPS parameters and dedicated trip zones, and you'll receive instant alerts should you need to address a vehicle issue. The backend system does the work for you without having to hire a team to manage the program or oversee the rental process, meaning operating costs are very minimal.

In terms of additional revenue, your hotel should expect to produce up to about US\$8,500 per month based on a 20-vehicle fleet. This is based on the revenue assumption of roughly US\$14/day per device in a 30-day period. It's the gift shop that just keeps on going...

Just like managing a food **delivery-based micromobility system**, offering hotel guests accessible scooter-sharing and/or bike-sharing opportunities is possible without doing much legwork—or using anyone's brand but your own.

Why you need an operations app for mobility fleet management

AUGUST 17, 2023

As the micromobility industry continues to soar, fleet operators face the challenge of efficiently managing and optimizing their operations. Disjointed communication across your company and inefficient **rebalancing practices** are just two very common problems slowing down the management process.

While Joyride's **branded Rider App** is a market leader in the swiftest and safest mobility rentals, there's also a solution designed just for fleet operators themselves: aptly called the **Joyride Operator App**.

With a host of new features added to this offering—including our brand-new multi-scan functionality— it's time to take a deeper dive into what the Operator App is, why it's a necessity for any growing fleet and how to get your hands on it right now.

What is the Joyride Operator App?

The Joyride Operator App is a powerful mobile application that's tailored specifically to the needs of micromobility fleet operators. It simplifies and accelerates key field operations, such as rebalancing, making it an indispensable tool for operators in bustling urban environments.

With its intuitive interface and smart functionalities, the app ensures operators have real-time control over their fleets, reducing downtime and increasing productivity.

One of the most exciting features of the Joyride Operator App is its advanced **multi-scan capability**. This function allows you to save valuable time and significantly boost efficiency by rapidly scanning an unlimited number of vehicles at once.

Multi-scan enables much faster field operations by eliminating repetitive button clicks, so that employees can swap batteries and rebalance vehicles in seconds instead of minutes.

In fact, the more vehicles scanned equals more time saved, taking ~15 seconds per battery unlock request to ~2 seconds when there are multiple vehicles present for swapping.

As a fleet manager, imagine being able to scan 500 vehicles at once and shaving two hours off the clock in the process.

This means managing a large fleet gets simpler with each scan.

Why should operators get a dedicated fleet-management app?

Here are a few key reasons why any micromobility operator should consider integrating a management tool into their daily operations:

- **Multi-scan Efficiency:** Save time and boost efficiency with rapid scanning of multiple vehicles. Using the multi-scan feature drastically reduces the time needed for vehicle checks and audits, letting you handle various tasks on the go. Examples are unlocking vehicles and conducting rapid vehicle audits, all within a single app. Operators can effortlessly inspect multiple vehicles, saving valuable time and increasing operational efficiency.
- **Haptic Feedback:** Joyride's Operator App takes user experience to a whole new level with haptic feedback. It provides real-time vibrations and audio alerts ensuring fast and accurate scanning processes. Operators can confidently scan vehicles and receive action confirmations without staring at the screen. This means multitasking can actually look (or not look!) like multitasking.
- **Instant Fleet Updates:** Stay in the know with fleet allocation, vehicle status, battery levels and maintenance needs. With instant fleet updates, operators can make informed decisions on-the-go, ensure optimal vehicle deployment, expedite battery swaps and rebalancing, and reduce the time needed for field teams to complete their tasks, all while efficiently planning routes.
- **Maximize Action Control:** Handle your operations in tandem; unlock and lock vehicles, open batteries and more. Add vehicles to the fleet with ease, unlock them for riders, and lock them securely when not in use. Speed up battery swaps and rebalancing to reduce the amount of time field teams need to complete their work. This level of control ensures that operations run smoothly and efficiently, boosting overall fleet productivity (and, ultimately, your bottom line).



What are some other improvements made to the Operator App?

In addition to its core functionalities, the Operator App has undergone further enhancements to ensure greater fleet control:

- **Intuitive User Interface:** Navigate through the app more intuitively to swiftly switch between different functions and make quick decisions to optimize fleet operations.
- **Improved Filtering:** Efficiently sort and access your fleet by parameters like vehicle type, battery status, GPS signal status and location.
- **Intuitive Ticket Management:** The Operator App has integrated support and maintenance management features, allowing operators to address issues directly within the app ensuring prompt issue resolution and minimal disruption to fleet operations.

These additions not only refine the operator app's performance but also enhance your team's productivity level, which will maximize how your dollars and time are spent.