



## ENVOY

Envoy Technologies Inc. (“Envoy”) is a community-based electric car sharing service providing electric vehicles as an exclusive amenity to apartments, hotels, and workplaces. Envoy electric vehicles are conveniently located on property with dedicated parking spaces and EV charging stations and can be reserved through the Envoy car sharing app.

### Mobility Services

- Carshare
- Electric vehicles
- Turnkey solution
- Proprietary mobile app

### Website

- <https://www.envoythere.com/>

### Contact

- Drew Hopkins, Chief Growth Officer, [drew@envoythere.com](mailto:drew@envoythere.com)

### References

- City of Sacramento, CA
- California Energy Commission
- Pacoima Electro Share, CA

### Experience

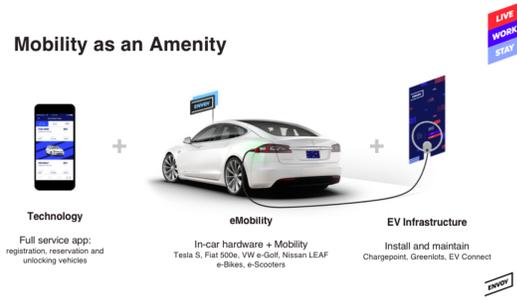


Founded in 2017 in Culver City, California, Envoy is a rapidly growing startup that provides a community-based electric car sharing service and platform. Envoy has deployed approximately 200 vehicles, with upward growth trends and demand for its services across diverse real estate clients, state and nation wide.

Envoy ensures that the next mobility revolution will be inclusive, equal, and affordable. Envoy is deploying over 50% of its vehicles in disadvantaged communities, allowing low-income community members to access these vehicles for personal use, and for participation in the gig economy. That means that for every vehicle deployed, Envoy supports up to two full time jobs—or ten part time jobs—and its users are making 30% more than the minimum wage.

## Services

### Mobility as an Amenity



Envoy Technologies Inc. is an electric vehicle car share service provider. Envoy vehicles are located in dedicated parking spaces at apartment complexes, hotels, workplaces and more.

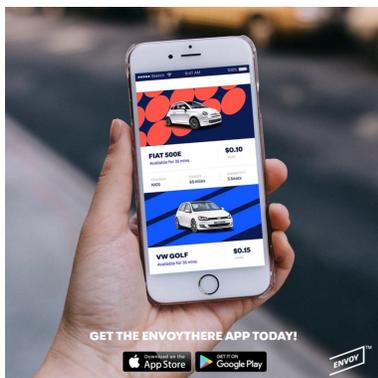
Envoy provides a turnkey solution that includes EV infrastructure and an EVs, which has streamlined accessibility via the “Envoy Mobility” mobile app. Envoy

vehicles are available to community members through a per-minute fee.

Envoy is brand agnostic, working with a diverse array of OEMs and EV charger companies. Envoy can provide a diverse fleet, and is able to tailor EV deployment to specific customer and community needs.

Envoy envisions deploying a diverse fleet, with a mixture of both new and used EVs (to engage in cost savings), various makes and models, as well as potential to provide a mixture of both light-duty EVs, E-scooters, and E-bikes as a “menu” of options to community members—all of which would be accessed through the same app.

## Equity



### Engagement

Envoy seeks to build long-term relationships with community-based organizations, non-profits, and others who are stakeholders in each project where it deploys. Envoy actively seeks input from community members regarding deployment strategies, and project deployments, and intends on making program adjustments based on community feedback.

## Language

Envoy translates material into local languages, and has multiple staff members that are bi-lingual in Spanish and other languages. When required, Envoy works with community members to translate information into local language and dialect.

## Unbanked

Envoy provides payment and reservation solutions for the unbanked (that holds driver's license), and has the ability to provide manual solutions to use (under certain conditions) which has been specifically designed for CMO.

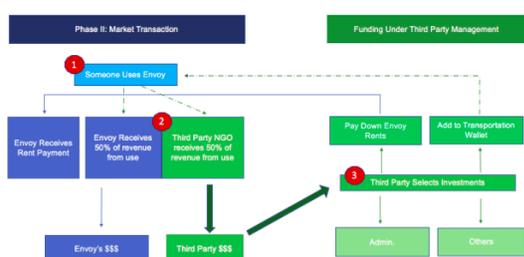
## Driver License

Envoy's vehicles are rented using a driver's license, and via the Envoy app. Recognizing the potential use of vehicles in support of transportation network companies, eligible drivers can drive around fellow community members as they see fit.

## Accessibility

Envoy aligns its deployment with ADA compliance.

## Financial



## Cost

Community members that use Envoy under CMO will be charged on a per-minute or per-hour basis. This revenue will be split, 50/50. Community investment into the program is essential to building a pathway to a sustainable program post pilot.

To support this, using a unique cash flow management strategy that Envoy developed for CMO, the lion's share of the funds garnered through the split will be set aside to help sustain the program, including the future purchase of Envoy's mobility services and mobility wallets after the pilot period.

The 36-month pilot period will serve as a resource "garnering" period for project partners, who will then use revenue accrued to purchase Envoy services post-pilot period, in years 4 and 5. In other words, the \$4.50 garnered by partners is placed in a "set aside" account, to be used to pay down program expenses after pilot is over.

## Pricing

Envoy also has a set aside for CMO projects to support subsidies to pay down hourly or daily use costs. As an example, many community members will not

pay \$12.00 per hour (or 20 cents per minute), and a reduced fee will be offered. Envoy calls these “direct community incentives” (or DCIs). Envoy intends on negotiating specific DCI structures with CMO project partners, and tailoring DCIs to each partnership.

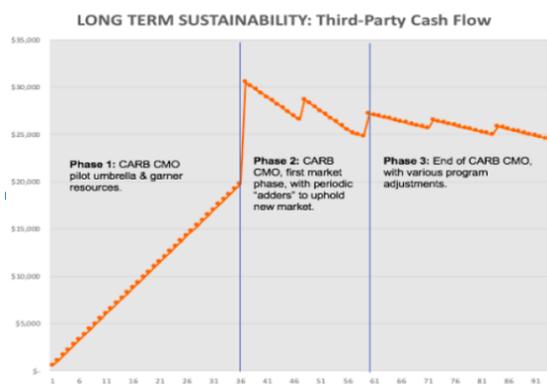
### Revenue

Envoy offers revenue sharing to bolster market-driven activities and increase stakeholder value. As an example, through a 50/50 revenue split, each \$9.00 per hour transaction (a typical fare) will generate upwards of \$4.50 for Envoy, with project partners receiving \$4.50. This transaction immediately builds market-driven activities that can be leveraged to build sustainability into the program from the beginning.

Envoy does not require a minimum guarantee during the pilot period, but intends on working with the partner to maximize utilization, which will be to the benefit of all stakeholders.

### Financial Sustainability

The garnered funds account (or “Community Chest”) will be re-spent to support the program post-pilot period. Envoy has successfully implemented the Community Chest approach in multiple pilot programs, including Pacoima and San Pedro. Envoy shares details of this methodology on the [CARB CMO services landing page](#). References for Pacoima and San Pedro projects can be provided upon request.



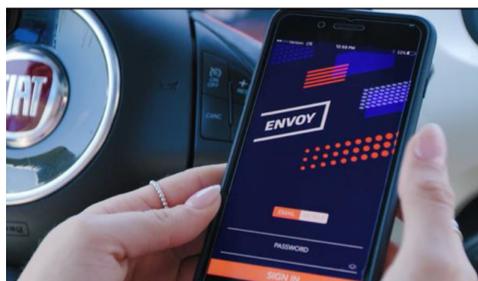
The following illustration outlines the general cash flow anticipated for each project. The findings are at approximately 4 hours of use per day, an initial coffer of approximately \$19,500 is generated by the end of the 36-month pilot, per vehicle. At minimum, at a cost of approx. \$850 per month for Envoy services post pilot, the program could be sustained for at least 22 months total. This would place total

deployment time at a little under a 5-year target date.

In addition, Envoy anticipates various adjustments can be made to help achieve a self-sustained market and long-term partnership opportunity. These may include and may not be limited to adjustments in: a) fleet cost, b) operational costs, c) energy, d) subsidy, e) utilization pricing, and f) others. Envoy envisions that this unique approach will also attract attention from

many key stakeholders (e.g., utility, philanthropy, others) once the program’s e-mobility implications are fully realized.

## Data



Envoy tracks and reports data consistent with the performance indicators required for the CMO program. Envoy holds customer data in a secured database, and shares information in anonymized and aggregated form (removing any personal identifying information). Envoy intends on reporting back to CMO partners essentially in real time and as requested.

Envoy’s technology provides detailed impact assessments. Envoy’s data can differentiate vehicles, log travel patterns, and measure kWhs and e-miles. This data provides sophisticated insight into real-time EV fleet utilization, as well as the local e-mobility needs of specific communities. Envoy is confident that this project will not only result in generation of community-driven e-miles, but it will also gather this rich (qualitative and quantitative) data.

Envoy envisions that this data collection can ultimately be leveraged to inform decision-making processes, and university-based research . Envoy works with partners to (when feasible) release anonymized and aggregated data to inform practices and mobility planning efforts, for use in non-profit research efforts and publications, for university-based research, and other not-for-profit objectives.