



StratosShare

StratosShare, Inc is a C Corporation registered in California and headquartered in San Bernardino, CA. StratosShare was founded under the vision to make hydrogen an everyday fuel and we are doing so by providing a low-cost zero-emission transportation system. StratosShare is an on-demand car share program that exclusively rents hydrogen fuel cell electric vehicles by the hour or day to the public.

Mobility Services

- Vehicle procurement
- Payment/reservation software
- Vehicle telematics and hardware
- Fleet management

Website

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

Contact

- Waldo Bracamontes, Shared Mobility Director, wb@stratosfuel.com

References

- University California Riverside, CA
- City of Riverside, CA
- San Bernardino International Airport Authority, CA

Experience



In 2018 StratosShare partnered with the California Energy Commission and Toyota to deploy 15 vehicles in disadvantaged communities throughout Riverside and San Bernardino Counties. These vehicles are strategically located at train stations, universities, airports, and downtowns to provide a first/last-mile transportation solution. In total, Stratos has over 8 parking locations

spanning over 3 cities within Southern California. They have been operating a shared mobility service within these areas since late 2018 and have provided over 5000 trips.

StratosShare has experience and a preference to operate car sharing services in disadvantaged, low-income, urban/small urban communities. Through its initial experiences StratosShare collected data pertaining to pricing, trip uses, as well as educating members about carsharing, the technology, and use applications.

Services

StratosShare provides an all-inclusive carshare solution for communities, which includes: vehicle procurement, payment/reservation software; vehicle telematics and hardware; fleet management; and marketing and support for the service.

StratosShare directly partners with communities to determine the most optimal places to deploy vehicles to suit the community’s transportation needs. StratosShare has integrated their own hardware and software to manage the reservation of vehicles, and provides a 24/7 customer support service for all potential renters. StratosShare utilizes their existing workforce and contributes the cost of fuel over the project term to reduce operational expenses for community partners.

Since StratosShare’s fleet consists of hydrogen fuel cell vehicles exclusively , it is unable to deploy vehicles in areas that do not have a hydrogen station within a 15-20 mile radius. This means that StratosShare limits their service territory to non-rural areas. Though, as the hydrogen infrastructure grows StratosShare is open and willing to serve rural communities.

Equity



Engagement

StratosShare conducts community meetings to understand drivers needs.

Language

StratosShare outreach experience includes providing bi-lingual presentations and marketing material to the public, as well as providing 24/7 phone support to renters. The StratosShare app and its customer support system is multilingual, and can

incorporate most languages into the app depending on area of service and customer demographic.

Access without Smartphone

StratosShare can provide individual key cards using an RFID sensor that allow riders to lock, unlock, and start the vehicles for people that do not have a mobile phone or a key.

Accessibility

StratosShare has the ability to make their vehicles wheelchair accessible and to identify ADA accessible vehicles on the app for ease of use.

Financial



Cost

The level of cost share required for a carshare project addresses vehicle procurement, hardware, marketing, and operations and varies based on the scale of an individual program. StratosShare estimates that cost-share for a car share fleet is between 15-35% of the total requested CMO funds. StratosShare recommends that the cost to procure vehicles, equipment, and any costs associated with program startup be reimbursed through CMO Voucher funds.

StratosShare recommends that operational and fleet management costs be provided by mobility providers, allowing both parties to mitigate any budgetary overruns and rely on a long-term revenue structure.

Since StratosShare provides hydrogen fuel cell electric vehicles, any infrastructure costs are mitigated through the use of public hydrogen fueling stations.

Pricing

StratosShare offers two revenue streams into its operational model:

- Daily Rentals- The program allows people to rent vehicles by the hour or day. These prices are tailored for low income communities and are comparable to a ride hailing service, if not cheaper in some circumstances.
- Subscription Service- StratosShare offers monthly subscription services where renters have limited access to the vehicles. The subscription service charges a variable monthly fee that enables customer access to the vehicles depending on the subscription level.

Overall, the pricing structure of both revenue streams are decided by the community partner. In some cases both revenue streams can partially be subsidized by voucher funds to even lower the fees or make the service complimentary.

Revenue



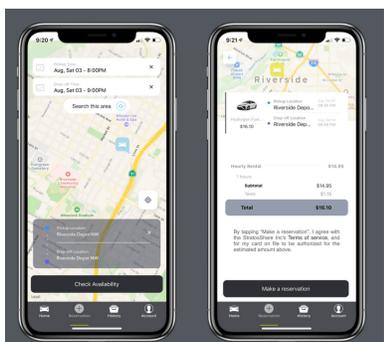
StratosShare does not have a specific revenue or distribution arrangement. They are adjustable to what the community partner decides and are able to operate the programs in full or half capacity. StratosShare provides the point of sale system for their car share program. They are able to direct revenues to any entity that is decided to manage the funds. There is no minimum level of revenue

guarantee that StratosShare requires to operate a carshare program.

Financial Sustainability

StratosShare commits to the sustainability of their projects for the usable life of their vehicle fleet, which is up to 5-years. Their commitment to any carshare project is through the operational efforts needed to sustain a shared mobility program. StratosShare has a dedicated team of people to operate and maintain carsharing fleets. StratosShare designs the program to operate for up to 5-years, which is the usable life of the vehicles taking into account: registration and insurance; maintenance and fueling; and revenue and financial plans, to support the project after voucher funds are spent.

Data



StratosShare collects information about drivers and vehicles. StratosShare uses the information to enable drivers to register for the service and verify their identity. StratosShare owns the data but it can share it with all funding and agency partners. All the information is kept for as long as necessary to provide StratosShare's products and services, operate its business, and comply with legal obligations. Users are able to request for their information/data at any time. California residents

have certain rights regarding how personal information is disclosed to third parties for their marketing purposes. StratosShare maintains reasonable and adequate security controls to protect driver information and requires its service providers by contract to do the same.