



bestmile
optimizing mobility

ON-DEMAND MOBILITY
SERVICES NOW

On-Demand Mobility Services Platform

Embrace the new automotive era and manage the decline of vehicle ownership



4th industrial revolution

- From ownership to usership
- From vehicle manufacturing to mobility services operation
- Transition towards autonomous mobility

OEMs are multiplying investments and partnerships in the mobility industry

Lead mobility market

- Create new mobility solutions
- Operate services with limited efforts
- Capitalize on strong brand to driver user adoption

Creation of spinoffs to operate on-demand mobility services (Moia, Moovel, etc.)

Ensure new revenue streams

- Generate higher ARPU with creative business models
- Differentiate and bring unique services
- Reduce investment & risks whilst securing time to market

Multiplication of trials and participation into mobility tenders



On-Demand Mobility Services Platform

Differentiation of Bestmile knowledge and product



Bestmile is the intelligent on-demand transportation operating system for automotive OEMs needing to run professional mobility services to embrace the new automotive era and manage the decline of vehicle ownership.

Out of the box solution

Bestmile proprietary platform operates since 2014 and combines optimization with machine learning to deliver the most efficient matching, dispatching and pooling technology.

Reduced Time to Market
and increased ROI

Service design offering

We provide tools to define a specific service. We run multiple types of services and thanks to our platform, you can test disruptive mobility services. We offer a very scalable & simple business model.

More flexibility & less risks

Market expertise

Bestmile platform deploys in weeks and integrates with third parties and APIs. We are working with operators all around the world and are a trusted partner in a complex ecosystem.

Teaming up in a complex
ecosystem

Azure compatibility

Bestmile is compatible with Azure and even capable to be deployed in OE tenant. This ensures high scalability and reduced risks (security encryption and data protection).

OEM are in control

“We’ve worked side by side with the Bestmile team to create a service that supports the passenger-first mentality we wanted. They helped us identify our customer needs and how to meet those needs while optimizing our business further.” – Will Coleman, CEO, Alto

Bestmile deployed on Microsoft Azure delivers the market most agile mobility platform to meet volume and scale



When Bestmile sells to customers, it drives very large Azure consumption running real time mobility services and optimization of millions of journeys. Bestmile acts as a pathfinder for Microsoft to work with OEM mobility teams.

Drive together tomorrow's mobility

Together we can have the best alternative for OEM willing to deploy on-demand services and become leaders in new mobility

Best in class security with Azure

By joining the Azure ecosystem we reduce complexity, increase security and control from OEM

Booming long term market

Mobility market is exploding and set to become the new standard, Azure consumption growth will be exponential



Customer Success Story

Alto - New ridehailing business in Dallas, US

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Alto - Professional ridehailing service

Service Design

In order to launch this new service right at first time we have helped Alto define and test the ideal service configuration to support their value proposition thanks to our service design offering.

Backend optimization of the service

The ridehailing service uses Bestmile backend for matching vehicles and travelers, dispatching and routing of the vehicles. It also allows Alto to track service performance and key KPIs in real-time.

Superior service and differentiation

Thanks to our collaboration & teaming up, Alto is offering a superior service for its customers, stressing accuracy of ETAs. The company plans to expand to more US cities in 2019 and reach around 500 vehicles per deployment.

Service oriented
More than just getting riders to and from destinations



Safety centric
Backed by extensive driver vetting, proactive monitoring, and technology-enabled support



Standardized fleet
Providing consistency in the mobility experience



Data driven
Using driver, customer and vehicle analytics to offer a consistent and optimal experience



About Bestmile

Who we are

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An offer to get you started

We are a team of experts, deeply passionate, with customer focus, willing to help OEMs deploy professional on-demand mobility services to compete with industry new entrants.

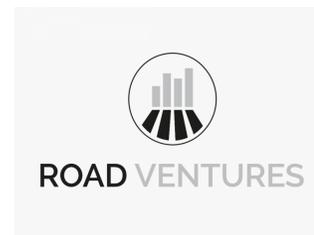
To evaluate the capabilities and scalability of our platform, we propose to start working together through:

- A Service Design analysis, or
- A Proof-Of-Concept project

Bestmile key figures

- Team of 60+ international people
- Offices in Lausanne, San Francisco, Singapore and Tokyo
- Raised \$14,5M of funding
- Manage 12 fleets of autonomous shuttles worldwide
- 250'000+ passengers transported

Our investors



serena

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AIRBUS VENTURES

WORLD
ECONOMIC
FORUM

TECHNOLOGY
PIONEERS 2018

