# Scooter Share Program

## *A look back…*

| | |
|---|---|
| • Launched 12-month pilot with Zagster | Sept. 2019 |
| • Zagster was acquired by Superpedestrian | June 2020 |
| • Pilot program ended | Sept. 2020 |
| • Issued RFP 2021-010 | Nov. 2020 |

# RFP Summary

**Seven (7) proposals were received and evaluated using the following evaluation criteria:**

**Qualifications and Experience** **20 points**

*Experience working with similar municipalities, current operational status*

**Technical Proposal** **50 points**

*Fleet size, pricing, parking, special events, weather, data sharing*

**Management Proposal** **30 points**

*Responsiveness to complaints, organizational chart, day-to-day operations*

# CUMULATIVE EVALUATION SHEET
# RFP NO. 2021-010 SCOOTER SHARE PROGRAM

| | RESPONDENTS | EVALUATOR #1 | EVALUATOR #2 | EVALUATOR #3 | TOTAL |
|---|---|---|---|---|---|
| | **Blue Duck**<br>San Antonio , TX | 85 | 65 | 75 | 225 |
| | **Cycle Hop LLC.**<br>Miami Beach, FL | 83 | 85 | 77 | 245 |
| 3 | **Superpedestian**<br>Cambridge, MA | 87 | 90 | 85 | 262 |
| 1 | **Skinny Labs, Inc.**<br>San Francisco, CA | 94 | 90 | 91 | 275 |
| | **Verve S.LLC.**<br>Philadelphia, PA | 81 | 50 | 59 | 190 |
| 2 | **Wheels Labs, Inc.**<br>West Hollywood, CA | 82 | 95 | 92 | 269 |
| | **Lynx City**<br>Bethel, CT | 80 | 65 | 70 | 215 |

# SPIN
## aka Skinny Labs, Inc.

- Original scooters launched in FP
- Parent Company - Ford Smart Mobility
- Revenue Share - $2,500 annually plus a $0.25 fee per trip.
- Proposing 200 scooters at launch with maximum of 500
- Fare Structure - $1.00 unlock + $0.35 per minute

# WHEELS Labs, Inc.

- Seated scooter device with integrated helmet
- Revenue share TBD
- Fleet Size – 50 to 200
- Pricing TBD – approx. $0 to $1 to unlock + $0.25 to $0.35 per minute

# LINK
## aka Superpedestrian

- Current scooter share provider
- Fleet Size – remain at 250
- Revenue share –$0.15 per trip
- Fare Structure – $1.00 to unlock + $0.39 per minute

# Recommendation:

- Authorize staff to initiate negotiations with the highest ranked proposer, Skinny Labs, Inc. dba Spin.