

# 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**

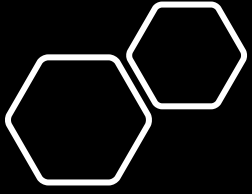
*Fleet size, pricing, parking, special events, weather, data sharing*

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

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

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

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

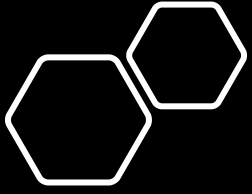


# SPIN

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

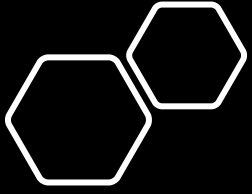




# WHEELS Labs, Inc.

- 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.**