



WORLD'S FIRST FLEET MANAGEMENT PLATFORM FOR AUTONOMOUS AND HUMAN-DRIVEN VEHICLES

Atelier Vehicules Autonomes - Strasbourg
September 27th, 2016

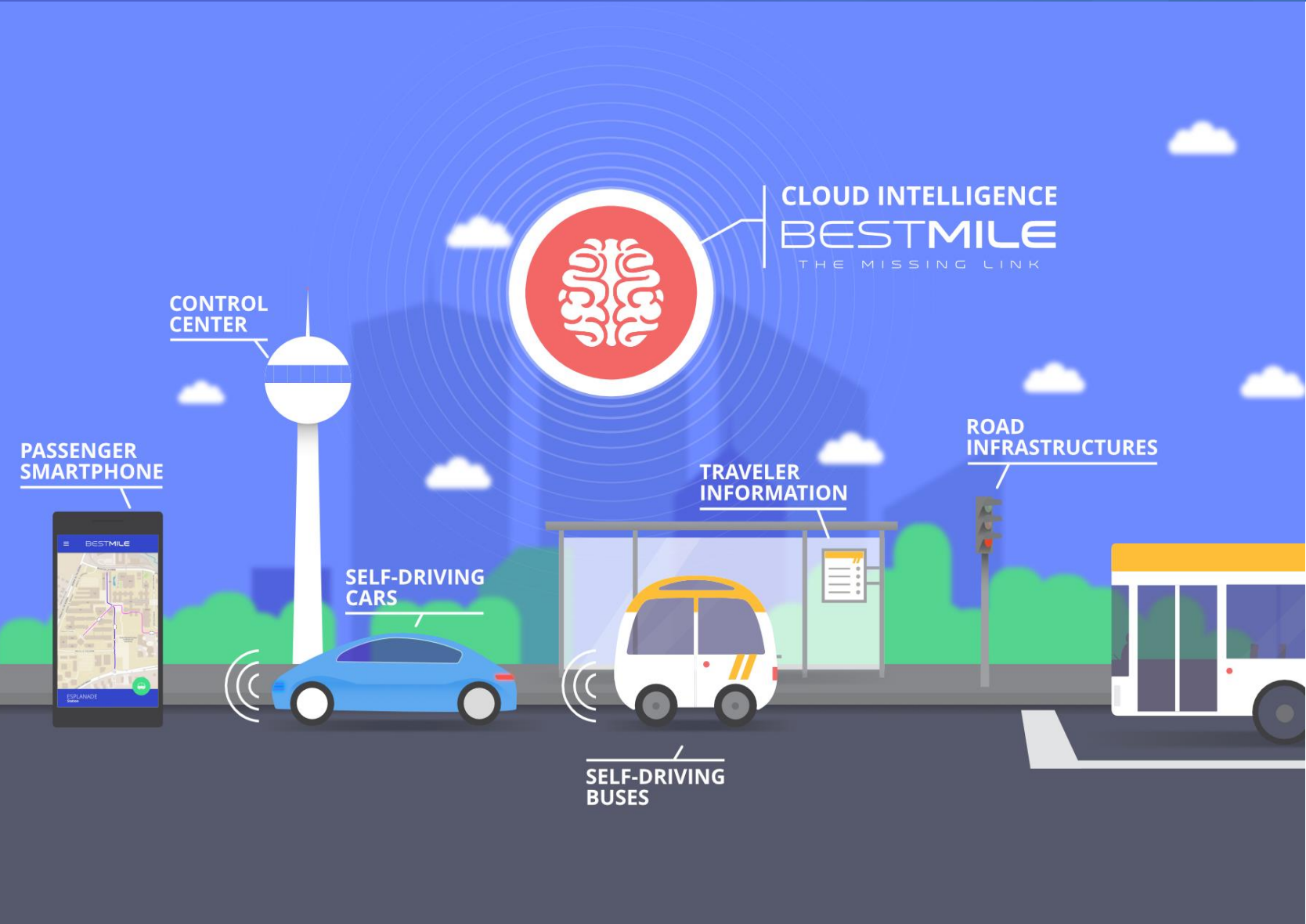
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BESTMILE SMART MOBILITY PLATFORM

The B2B2C solution for today's mobility challenges



“Without the control tower, a fleet of airplanes cannot be operated, even if equipped with autopilot.”

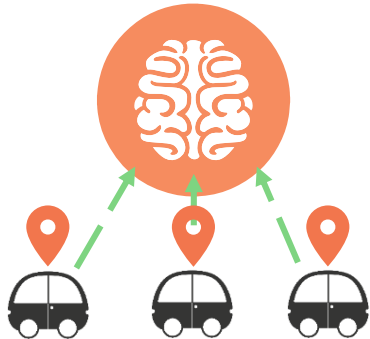
BESTMILE CLOUD PLATFORM

A unique B2B2C solution for heterogeneous fleets

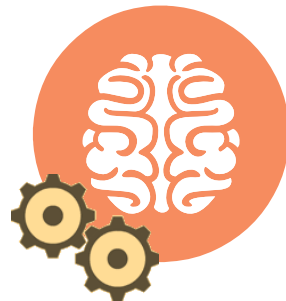


1. Get real-time demand and / or schedule to follow

2. VEHICLES SEND DATA TO THE PLATFORM



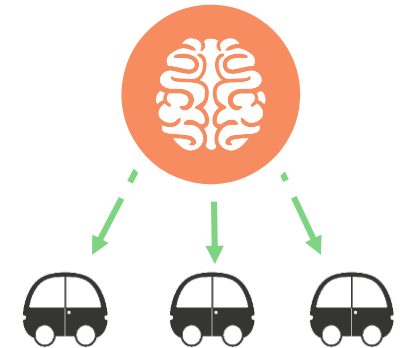
3. OPTIMIZE THE SYSTEM



4. TRANSLATE TO MISSIONS



5. SEND MISSIONS



6. Provide relevant information to passengers, in real-time

REAL-LIFE CASE: THE SMARTSHUTTLE PROJECT

2 driverless vehicles operating in a busy city downtown

BestMile portal

https://portal.bestmile.com/carpostal/sion

«SmartShuttle» Live FR

PROJET

HORAIRE

VIDÉO

APPS

TECHNOLOGIE

PARTENAIRES

Proj et «SmartShuttle»

Configurer la mobilité du futur

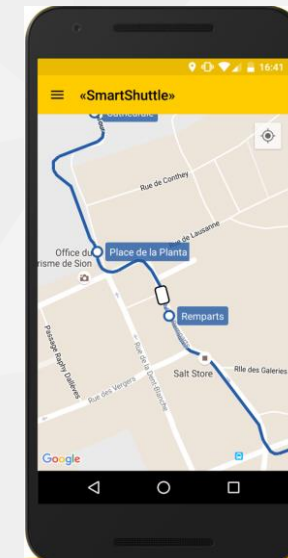
Des navettes autonomes pourraient-elles offrir de nouvelles prestations et formes de mobilité dans les régions actuellement privées de transports publics?

Avec le projet «SmartShuttle», CarPostal, le Mobility Lab Sion-Valais (ville de Sion, canton du Valais, HeS-So, EPFL, La Poste Suisse) et leurs partenaires veulent tester si l'introduction de navettes autonomes dans l'espace public est réalisable d'un point de vue technique et opérationnel, tout en offrant aux clients une plus-value.

Service and interfaces powered by BestMile

❖ Already >7000 users since June 2016

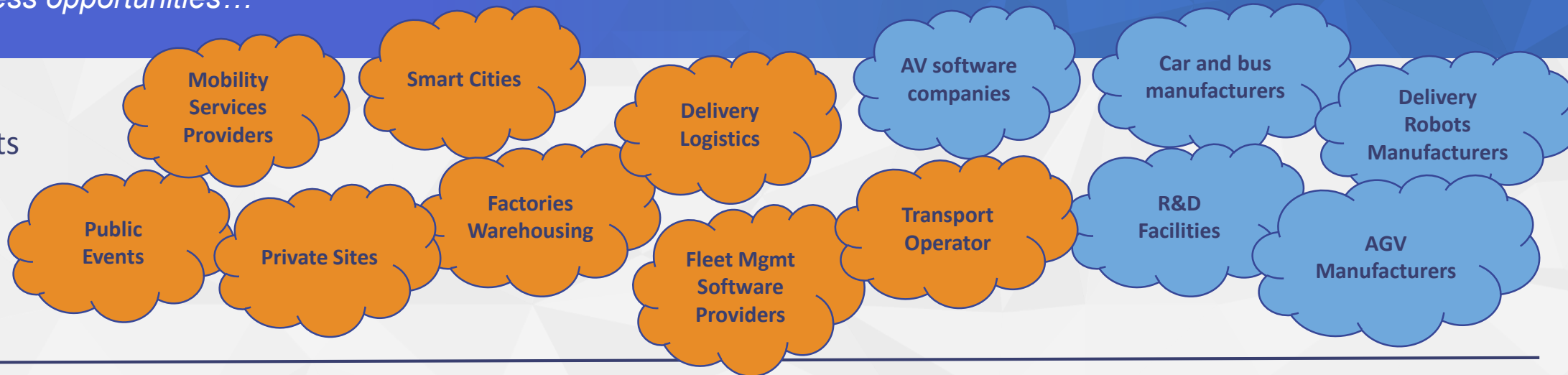
❖ Project extended into 2018



BESTMILE TARGET MARKETS

endless opportunities...

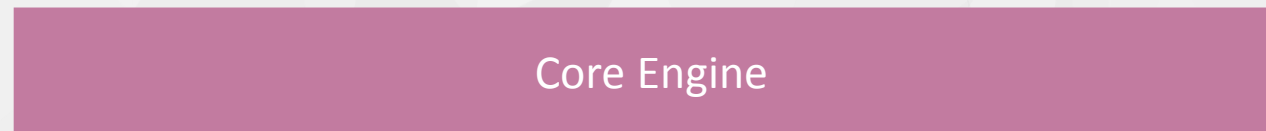
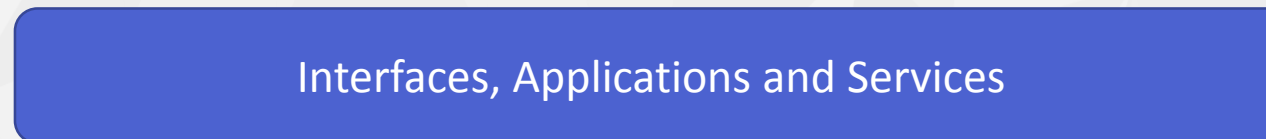
Targets



Solutions



BestMile
Smart Mobility
Platform



SAAS BUSINESS MODEL

Standard license

Core functionalities



PLANNING



CONTROL CENTER



REPORTING

Direct sale or through partners
(vehicle manufacturers)

Premium options

Adapt to clients' needs



ON-DEMAND
TRANSPORT



PASSENGER
INFORMATION



MOBILE
APP

Direct sale or through partners
(vehicle manufacturers)

Tailored options

Answer to specific needs



LINK TO EXT.
SYSTEM



IN HOUSE
SERVER



PERSONALIZED
DEVELOPMENT

Direct sale by BestMile

1 VEHICLE SUPERVISED = 1 LICENSE = MONTHLY FEES

Scalable pricing based on client options and system complexity

BUSINESS DEVELOPMENT

Starting with autonomous buses

MARKETS



AUTONOMOUS BUSES FOR PUBLIC TRANSPORTATION

PRIVATE SITES
CITIES
TRANSPORT OPERATORS



AUTONOMOUS CARS

B2C MOBILITY PROVIDERS
CAR MANUFACTURERS



SALES STRATEGIES

1

SALE THROUGH PARTNERSHIPS

Clients found by
vehicle manufacturers

2

DIRECT SALES THROUGH OUR AGENTS

Sales representatives, Trade shows,
PR, online Marketing

2016

2017

2018

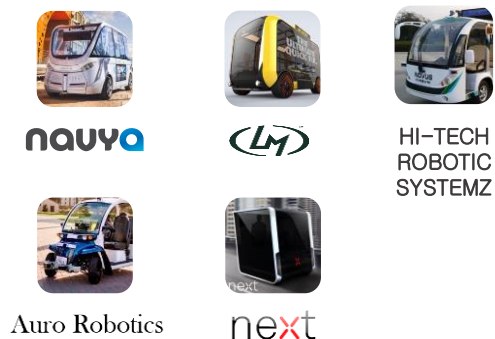
2019

ACHIEVEMENTS & NEXT STEPS

PROJECTS



PARTNERSHIPS



NEXT STEPS

- Manage larger scale fleets of autonomous vehicles
- Adapt our solution for human driven vehicles
- Improve our simulation tools
- Integrate live external data (traffic, weather, connected infra.) to improve our services
- Deep technological integration (API) with big partners

AWARDS



2014 - 2015

- ❖ **2.5 years of self-funding. Profitable from day-1**
- ❖ **Involved in 2 big European projects**

2016

- ❖ **\$2.5M seed round**
- ❖ **3 commercial projects (CH, FR)**
- ❖ **From 8 to 25 employees**

2017

- ❖ **Spring 2017: Series A**
- ❖ **Expanding market to human-driven vehicles**
- ❖ **40 employees by Q2 2017**

MERCI!



BESTMILE

9/27/2016

DES QUESTIONS?