

# Revel: We Move People





# Meet Revel

**Street Legal  
(No Sidewalks)**

Every vehicle has a DMV-issued license plate and requires a driver's license to operate. No motorcycle license required.

**Space Efficient**

Parks in curb dead space. An average parking spot fits 7 mopeds.

**Affordable**

\$5 to sign-up, \$1 to unlock and .29 per minute. Cheaper than UberX, Lyft, UberPool

**Sustainable**

100% of the fleet is 100% emissions-free. Electrically powered, they're also noise-free.

**Multiple Uses**

Great for short trips, middle mile and complete trips. Replace car trips w/ avg trip length of 3+ miles.

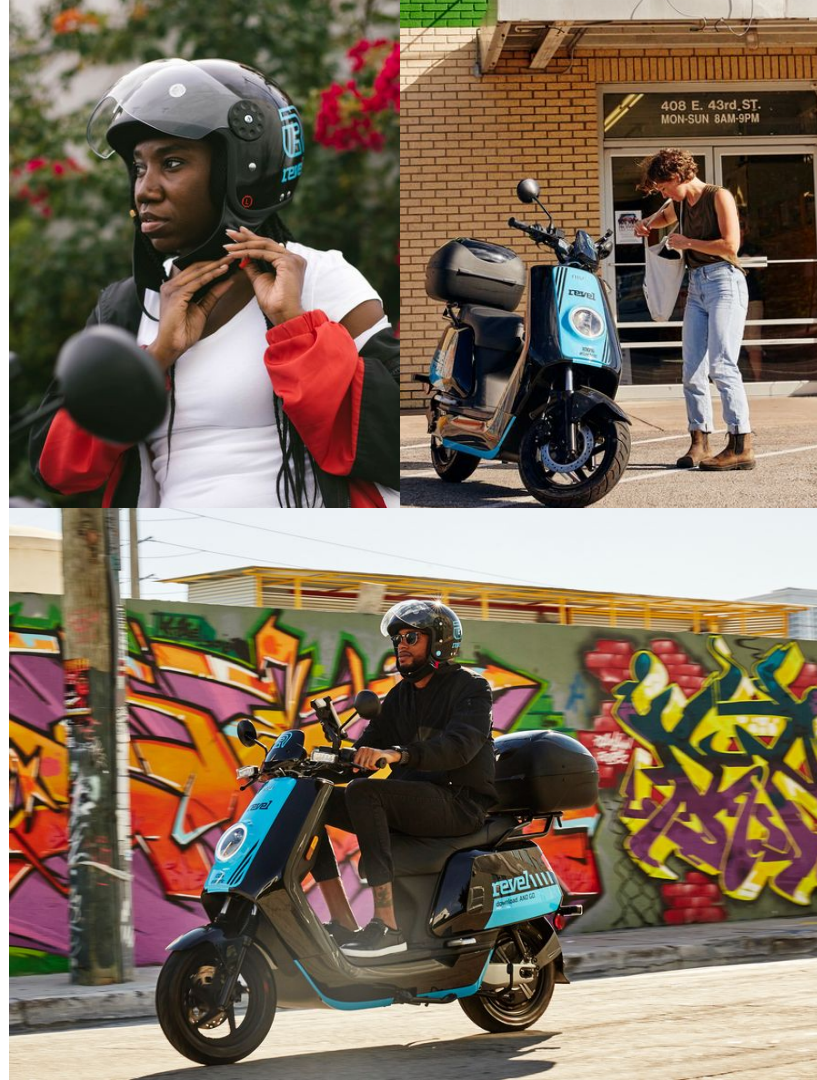






# Our Approach

- Never launch without city permission
- Ride on the roads, not sidewalks or bike lanes
- Provide two helmets on each moped
- Include insurance with each ride
- Screen users to ensure valid license, clean driving history
- Focus on full-time, no gig-economy





# We're Responsible And Responsive

- Lessons are provided 7 days a week
- 24/7 Customer Service hotline and email
- “Revel Rangers” work around the clock to respond to any reports of improperly parked vehicles and keep the fleet clean and well-maintained
- Bad actors are fined and/or removed from the platform





# We Invest In Our People

- Revel doesn't do gig economy. The people who work for us are employees, with access to the same benefits as our CEO.
- We hire locally, and build partnerships with workforce development organizations in our markets.
- Revel has almost 300 employees across markets.

## FIELD TECH TRAINING FOR REVEL ELECTRIC MOPEDS

THIS FREE TRAINING PROGRAM will help you to develop the skills you need to thrive as a field technician at Revel, a fast-growing tech startup that connects NYC neighborhoods through shared electric mopeds. Graduates will be ready to launch careers as field technicians with the opportunity for growth in other mechanical or customer service-oriented companies. Entry-level salaries start at \$17-18/hour, plus healthcare benefits, paid vacation days, and free Revel riding.

### PARTICIPANTS WILL OBTAIN INSTRUCTION IN:

- Hand tools
- Defensive driving and two-wheel vehicle driving
- OSHA 10
- Google Suite
- Revel app
- Customer service for the tech industry
- Resume and interview skills

### MINIMUM REQUIREMENTS:

- Over 21 years of age
- NYC resident, eligible to work in the U.S.
- Have a valid driver's license
- Have a high school diploma or equivalent
- Able to lift up to 50lbs
- Interested in a hands-on job that takes you all around NYC
- Available for training Monday-Friday, 8:00 AM to 5:00 PM

Training is from February 6-21 in Brooklyn.

QUESTIONS? CONTACT US:  
📞 Call or text 718-360-0880  
🌐 Visit [bwiny.org/customized-training/overview](http://www.bwiny.org/customized-training/overview)



CUSTOMIZED  
TRAINING  
PROGRAM



@bwini

Brooklyn Workforce Innovations



*Ashby Summers (left) receiving a full-time position as a Fleet Technician at Revel after graduating from the District of Columbia Housing Authority's Apprenticeship Training Program*

*A flier from Revel partner Brooklyn Workforce Innovations advertising training sessions for Revel field techs*



### HOW TO APPLY

To apply, you must attend an information session.

621 Degraw St, Brooklyn, NY  
January 23 at 10:00 am  
February 3 at 2:00 pm  
February 4 at 2:00 pm

The Innovation Lab, 87 35th St,  
2nd Floor, Brooklyn, NY  
January 27 at 10:00 am  
January 29 at 10:00 am  
January 31 at 10:00 am


For a full list of info sessions,  
visit [www.bwiny.org/calendar](http://www.bwiny.org/calendar).

Applicants will not be admitted.  
Please bring driver's license. No RSVP  
necessary.



# We Promote Access


- Revel is committed to providing mobility options for everyone
- Our Access program offers a 40% ride discount and \$10 ride credit to anyone who is eligible for or participating in a local, state or federally administered assistance program
- We also offer a 20% discount to veterans and active duty military
- Our Access program has saved participants over \$75,000 across markets



## The Revel Access Program.

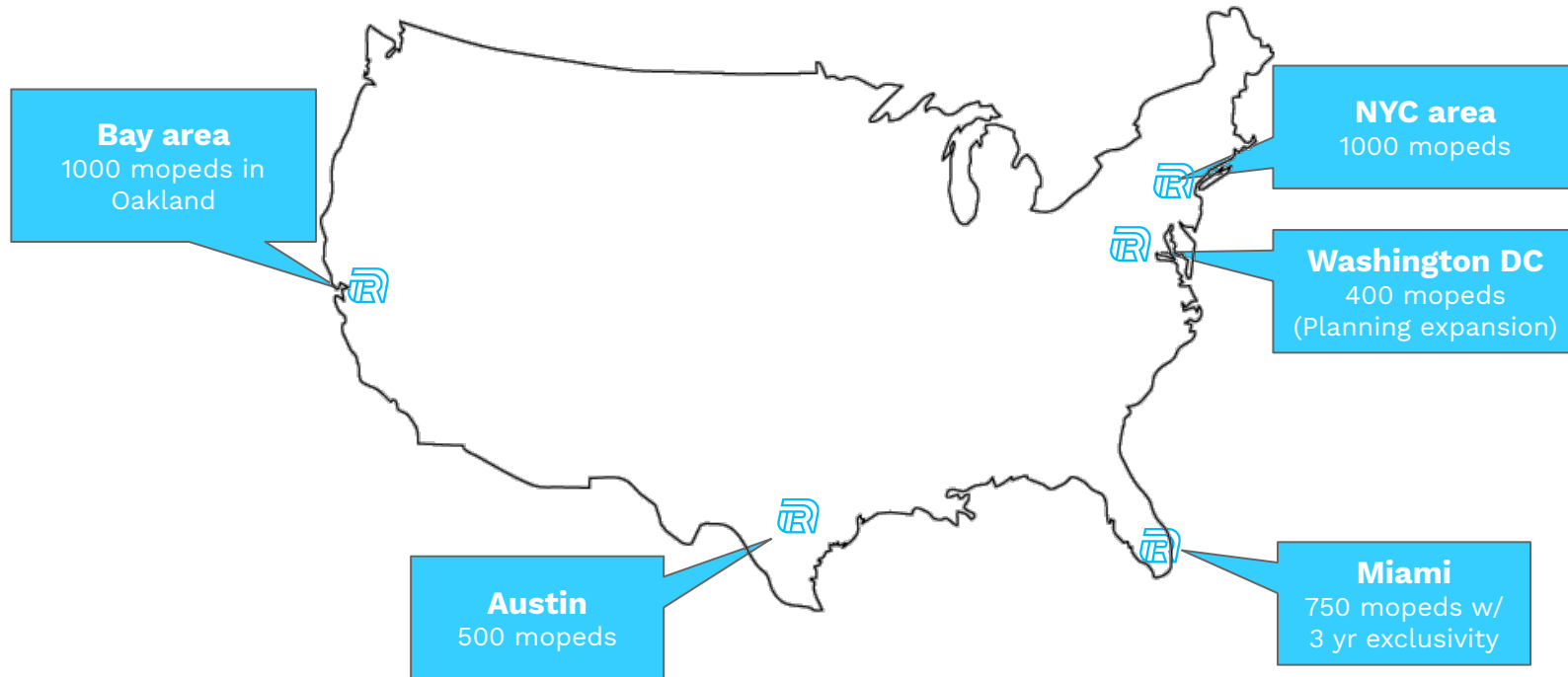
40% discount to those who are eligible or actively participating in any local, state or federally administered public assistance program.

HOW TO ENROLL	ELIGIBILITY	PRICING
<p><b>01</b> Sign up through the Revel app.</p> <p><b>02</b> Email us at <a href="mailto:access@gorevel.com">access@gorevel.com</a> with your name, date of birth, email associated with your Revel account and a photo of any documentation that you are eligible or participating in any local, state or federally administered assistance program.</p> <p><b>03</b> Once approved, your account will be issued \$10 in riding credit and pricing will reflect Revel Access program rates.</p>	<p>See below for a common list of eligible programs:</p> <p><b>Active EBT Cards</b> Public Housing Program Homes Energy Assistance Program (HEAP) Supplemental Security Income (SSI) Temporary Aid to Needy Families (TANF) Safety Net Assistance (SNA)</p>	<p>Sign Up: \$5 one-time registration fee. (users will receive a \$10 ride credit upon activation).</p> <p>Visit <a href="https://gorevel.com/revel-access">gorevel.com/revel-access</a> for more details on pricing or contact us at <a href="mailto:access@gorevel.com">access@gorevel.com</a>.</p>

[LEARN MORE](#) [gorevel.com/access](https://gorevel.com/access) | contact us at [access@gorevel.com](mailto:access@gorevel.com)



# We're Now in Five US Cities







# Brooklyn and Queens

Revel's initial pilot program consisted of 68 mopeds across about 5 square miles in Brooklyn.

The pilot was incredibly successful, and with the support of local leaders we expanded to 1,000 vehicles across about 21 square miles in Brooklyn and Queens.



*A proclamation from the New York City Council recognizing Revel as a welcome addition to Brooklyn and Queens streets.*





# NYC Rider Feedback

In a survey of NYC Revel riders:

- **90%** said they would take fewer car trips if Revel was available throughout all of Brooklyn and Queens
- **50%** report using Revel to replace taxi/uber/lyft/personal car trips
- **70%** would use Revel at least once a week if it were available throughout Brooklyn and Queens
- **90%** would recommend Revel to a friend

*Our New York General Manager Lauren Vriens with New York City Council Member Robert Cornegy*



*Revel COO Paul Suhey with New York City Council Member Jimmy Van Bramer*



## Washington, DC

In August 2019, Revel launched 400 vehicles in Washington, D.C. as part of a pilot program run by the District Department of Transportation (DDOT). Revel covers all eight of the city's wards.

In January 2020, DDOT agreed to extend the pilot program, allowing Revel to continue serving D.C. through fall 2020.

Revel works closely with D.C. stakeholders including elected officials and advocacy groups like the Washington Area Bicyclist Association (WABA).



## MEET REVEL, WABA'S LATEST LOCAL LEADER BUSINESS MEMBER!



*DC MPD and Revel providing safety information at Brookland Metro*



*Councilmember Brandon Todd (Ward 4)*





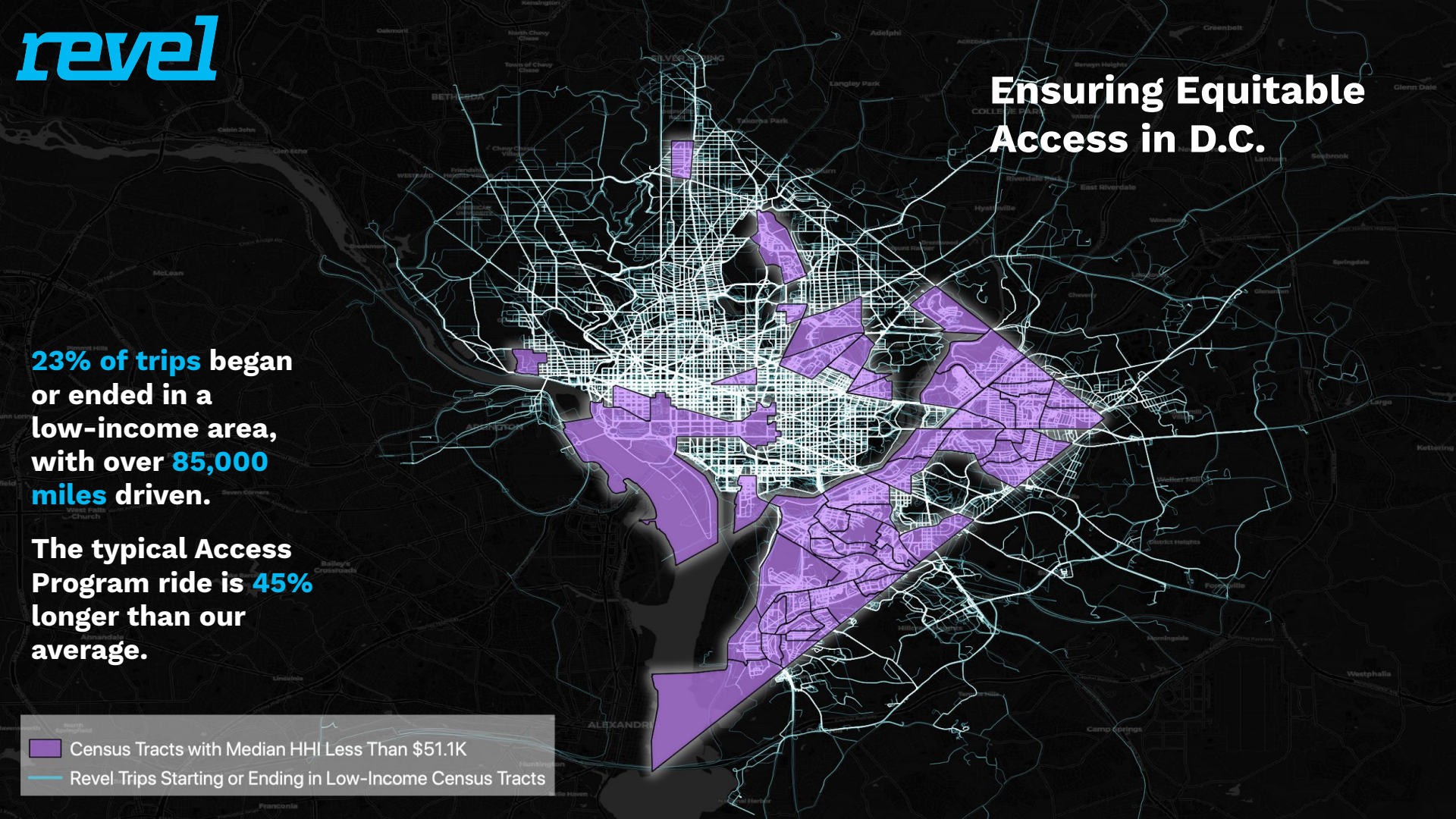


## Ensuring Equitable Access in D.C.

**23% of trips** began or ended in a low-income area, with over **85,000 miles** driven.

The typical Access Program ride is **45%** longer than our average.

 Census Tracts with Median HHI Less Than \$51.1K  
 Revel Trips Starting or Ending in Low-Income Census Tracts





# Austin

In October 2019, Revel launched 500 mopeds in Austin, Texas.

We worked closely with the Austin Transportation Department (ATD) leading up to this, and continue to build relationships with local leaders.

OPINION

## Shared mopeds off to a good start in Austin, TX, unlike ride-hailing and e-scooters



*Jason JonMichael (l), Assistant Director of Smart Mobility for the ATD, Revel COO Paul Suhey (center) and Revel CEO Frank Reig (right) launch Revel's Austin service*





# Austin Rider Feedback

In a survey of Austin Revel riders:

- **80%** agreed that Revel is helping Austin achieve its 50/50 mode shift goal (by 2039, 50% of commutes taking place via a mode other than driving alone)
- **85%** said Revel replaced at least 1 car trip per week



*Austin Council Member Sabino "Pio" Renteria*



# Miami

Revel launched 750 mopeds in Miami on December 30, 2019 as part of a 3-year exclusive contract with the Miami Parking Authority (MPA).

Revel responded to an RFP put out by the MPA, and was selected out of several applicants to be the city's sole provider of shared electric mopeds.

In just a few weeks, we've seen a record number of user signups in Miami and an amazing reception from Miamians.



Miami Parking Authority

308 followers

1w •

+ Follow ...

Revel, an electric moped sharing company, has launched in Miami and Miami Parking hit the streets to test them out.



64 • 2 Comments

*LinkedIn post from the MPA showing Angel Diaz, Head of Enforcement trying out Revel with a colleague.*



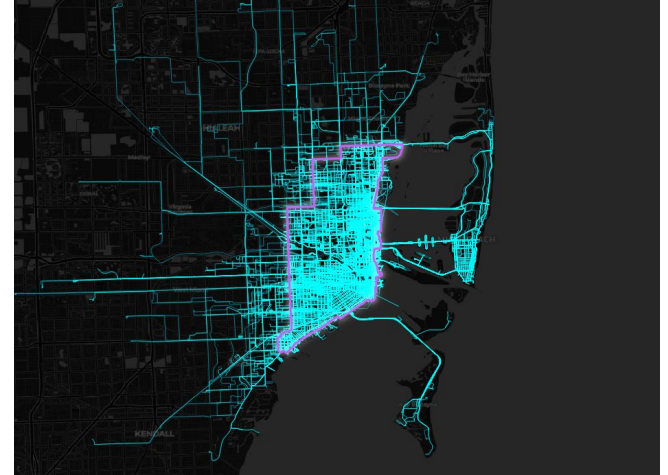
# Miamians are Ready to Revel

We've seen demand in **Miami**.

We have over **11K** activated users.

They've taken over **51K** rentals,

The average trip is around **3** miles, indicating that  
our trips are **replacing car trips**.



And we've started to see demand in **Miami Beach**

Out of the over 11K users, **3.5%** live within Miami Beach.

**2%** of rentals have driven through Miami Beach,

Over **2,500** miles have been driven within Miami Beach.



# Oakland

Revel launched our first Bay Area (and West Coast) city in January of this year, rolling out 1,000 mopeds in partnership with the Oakland DOT.

We are excited to be serving the entire city of Oakland.



*Revel's service area encompassing all of Oakland*



City of Oakland  
@Oakland

Follow

@OakDOT and shared electric vehicle company Revel today announced Oakland's first shared all-electric moped fleet, as part of the City's Car Sharing permit program! Revel will operate a fleet of 1,000 vehicles, currently being placed on Oakland streets.

[buff.ly/2sdg9dH](https://buff.ly/2sdg9dH)



12:42 PM - 10 Jan 2020

*OAKDOT Director Ryan Russo joins Revel COO Paul Suhey at our Oakland launch, held outside City Hall*





## Our users **love** us!



Currently Obsessed With: Speeding Through  
Brooklyn on a Revel Moped



Revel ride-share scooters bridge  
the gap in transit deserts



Stop Whining About Revel Scooters  
And Just Say Yes



Revel's 30mph shared electric mopeds have  
(finally) made it to California

“Shockingly **easy to use**, a  
'hood-to-'hood no-brainer. So  
glad Revel is here, it better be  
to stay.”

“Best **customer service** I've  
experienced, ever.”

“I never knew how **fun and  
exciting** it would be until I got  
on it and I love it!”



# Thank you

Call, text or email us anytime with questions, concerns or if you want to take a test ride!

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