

Enabling the MaaS Ecosystem



IBIOLA Mobility Solutions GmbH

Gerold Neuwirt | CTO

Who we are

- /// Founded 2014, two locations in Vienna and Graz
- /// Supplier of ready-to-use carsharing complete system
 - Innovative car electronic, comprehensive software & processes
 - For companies, communities, townships and more
 - Around 80 customers and almost 400 vehicles equipped
 - Over 80% e-Cars
- /// Pioneer company in private carsharing
 - About 800 vehicles in AT, CH and DE
 - More than 15.000 user „share“ private to private
 - Started in 2012



Where we are (behind)

Selection of customers, operators and partners

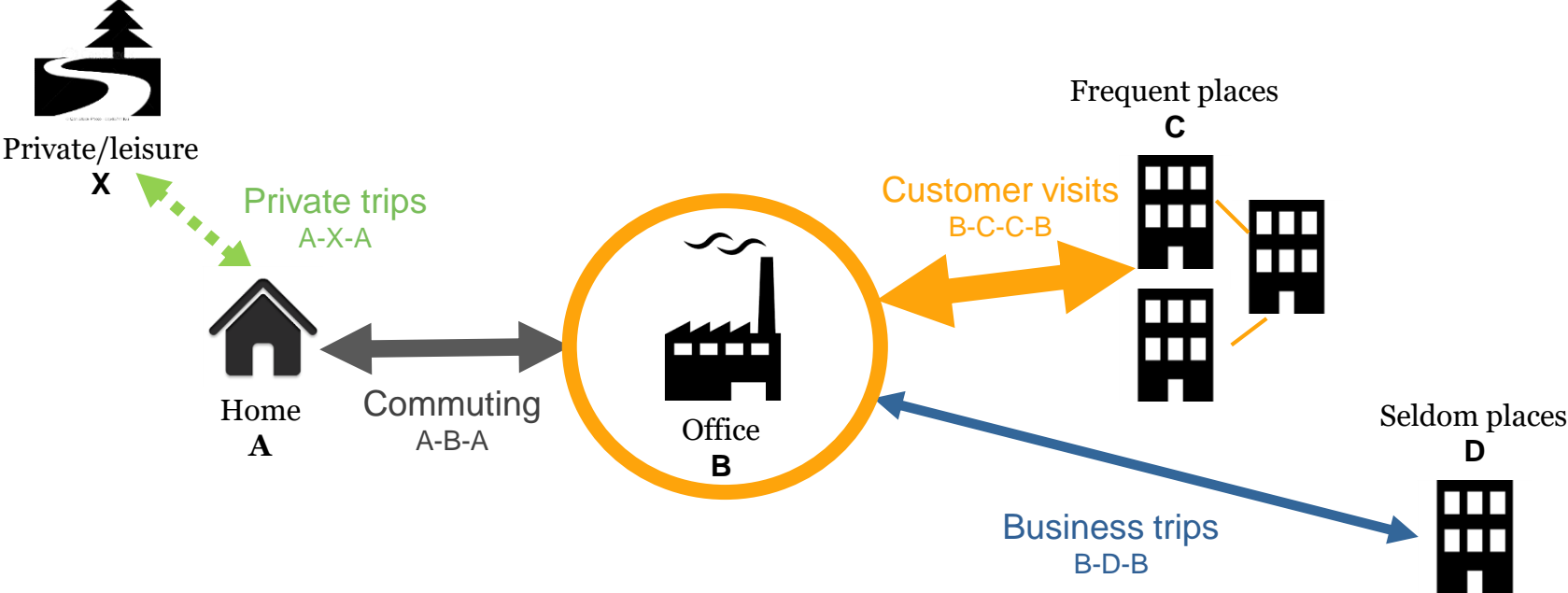
- tim Graz: täglich – intelligent – mobil
- avant2go: E-Carsharing Ljubljana (ca. 100 vehicles currently)
- ECARREGIO: E-Carsharing in the area of Mödling
- „Mühlferdl“ and e-Carsharing Bucklige Welt
- Fahrvergnügen
- Family eCarsharing
- Greenmove
- Energie Steiermark (Corporate Carsharing)
- NEW: Residential park “Neue Heimat Tirol”

MaaS in Cities

Multimodal with tim-Graz



MaaS for Corporations and Communities



Value of Carsharing in Companies

Costs are running but cars are standing!

Paying fixed costs for 24 hours x 7 days or 168 hours every week.

But using the cars only for 18 hours on the average (11%) leaves the cars unused 150 hours every week (89%)!

TIME IS MONEY\$



	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
1:00	0%	0%	0%	0%	0%	0%	0%
2:00	0%	0%	0%	0%	0%	0%	0%
3:00	0%	0%	0%	0%	0%	0%	0%
4:00	0%	0%	0%	0%	0%	0%	0%
5:00	0%	0%	0%	0%	0%	0%	0%
6:00	0%	0%	0%	0%	0%	0%	0%
7:00	15%	20%	25%	20%	15%	0%	0%
8:00	20%	25%	30%	25%	20%	0%	0%
9:00	25%	30%	35%	30%	25%	0%	0%
10:00	30%	35%	40%	35%	30%	0%	0%
11:00	35%	40%	45%	40%	35%	0%	0%
12:00	40%	45%	50%	45%	40%	0%	0%
13:00	35%	40%	45%	40%	35%	0%	0%
14:00	30%	35%	40%	35%	30%	0%	0%
15:00	25%	30%	35%	30%	25%	0%	0%
16:00	20%	25%	30%	25%	20%	0%	0%
17:00	15%	20%	25%	20%	15%	0%	0%
18:00	15%	20%	25%	20%	15%	0%	0%
19:00	5%	10%	15%	10%	5%	0%	0%
20:00	0%	5%	10%	5%	0%	0%	0%
21:00	0%	0%	5%	0%	0%	0%	0%
22:00	0%	0%	0%	0%	0%	0%	0%
23:00	0%	0%	0%	0%	0%	0%	0%
0:00	0%	0%	0%	0%	0%	0%	0%
Daily AVG	13%	16%	19%	16%	13%	0%	0%
Weekly AVG	11%						

Solution: Keep the fleet running...

... by **sharing** the cars...

- among departments previously having their dedicated cars
- among different type of employees (also those unprivileged)
- to be used for business trips (otherwise done by Taxi, Train, Car rentals)
- to be used privately for commuting to work
- to be used privately outside working hours for leisure (giving employees incentives in form of cheap rentals at cost price)



Costs are running but cars are standing!

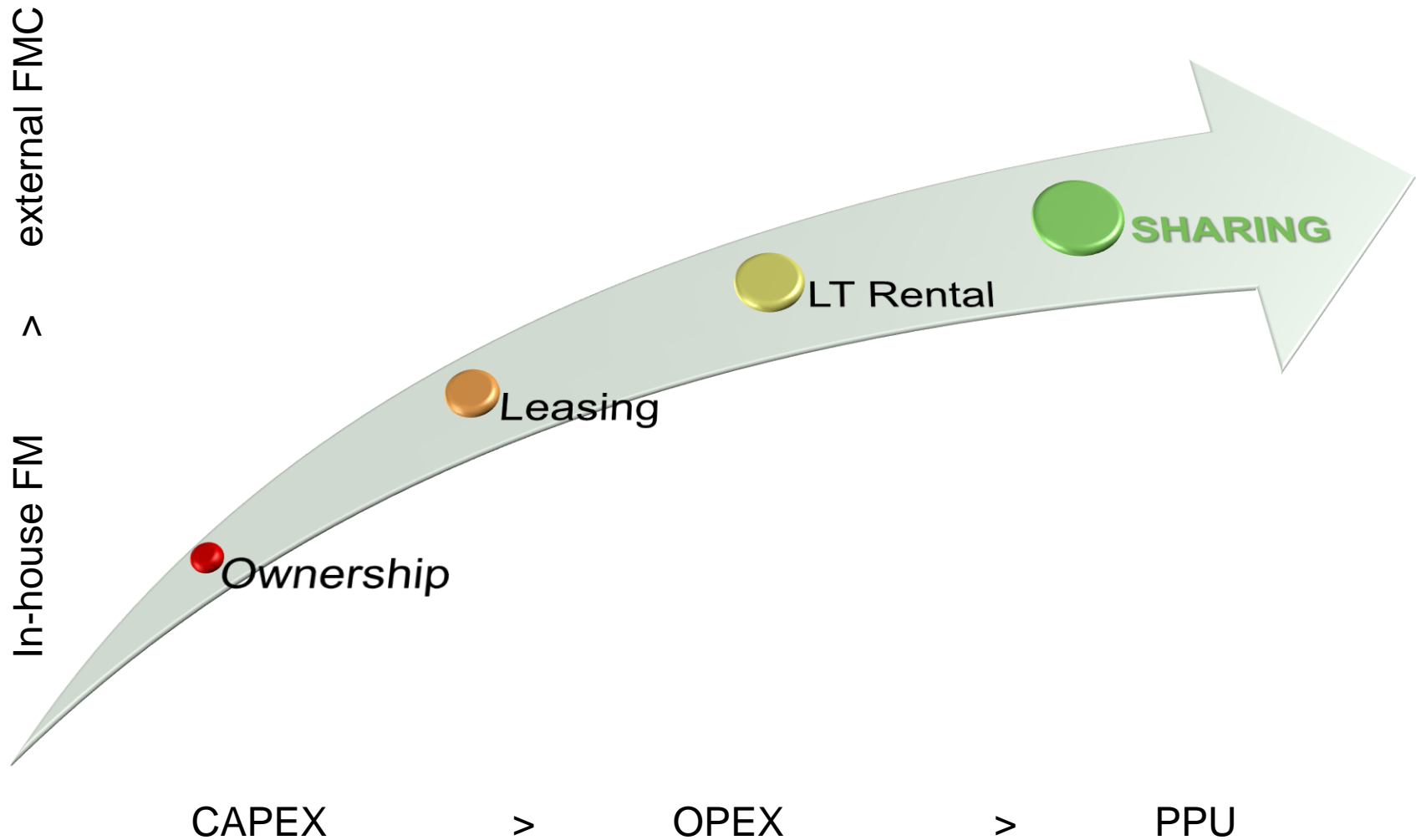
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Business Models & Trends



Solution by IMS GmbH

- A complete HW & SW car sharing solution
- Keyless sharing of cars (smart card or Bluetooth app)
- Easy booking of cars on desktop and mobile phone
- Integration with an electronic calendar system possible
- Automatic log book management
- Automatic reporting of fuel levels, battery level (EV) and service events of your cars
- software suite to manage & optimize the fleet of conventional or electric vehicles (reporting, statistics, analytics, real-time monitoring, billing)
- All functions of the software are available via a webservice API



Expectation and Needs

- Increasing awareness for sharing mobility
- Online driving license validity check by an official institution
- Enable booking and billing across different service providers
- Investments in new mobility
- Cooperation to get a step into autonomous driving
 - <https://www.youtube.com/watch?v=4SmJP8TdWTU>

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Customers



Post AG



Porsche Finance Group
Romania



Holding Graz



greenmove



avantcar



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comm! By Europcar



ENERGIE STEIERMARK
Energie Steiermark



FAMILY eCarsharing



Upstream Mobility



kelag



Energie Burgenland