



ELECTRIC MOBILITY SOLUTIONS

# Pricing & Structure



# Summary

Proposed NW Service			
Pricing Structure	Hours	Billable Effective Rate	Total
Hourly Buckets (tiers)	280	\$34.36	\$9,621.25
Fixed + Hourly	280	\$33.97	\$9,512.30

GEM Comparison - SoFla			
Range Op hours per vehicle per month	FTL	Palm Beach	Broward
below 100	\$59.70	n/a	n/a
101 - 150	\$51.46	n/a	n/a
151 - 200	\$42.50	\$48.32	\$41.61
201 - 250	\$37.53	\$44.58	\$38.58
251 - 300	\$34.36	\$42.13	\$36.59
301 - 350	\$32.17	\$40.12	\$34.97
351 - 400	\$30.55	\$38.44	\$33.61
401 - 450	\$29.33	\$37.02	\$32.45
451 - 500	\$28.36	\$35.79	\$31.46
500+	\$27.93	\$34.73	\$30.60

# Scenario A - Operating Hours

Hourly rates determining by total cost divided by operating hours as originally defined, and equally sharing ad revenue

Scenario A - Operating Hours as defined in RFP rates

Category	Range Op hours per vehicle per month	NEV (i.e. GEM)	Sedan (Kia Niro or similar)	Luxury Sedan / "Mini Van"	ADA Van	ICE Van	Van	ICE Van
A	below 100	\$44.94	\$48.30	\$63.89	\$81.89	-	\$78.61	-
B	101 - 150	\$39.34	\$42.00	\$54.34	\$68.60	-	\$66.00	-
C	151 - 200	\$33.24	\$35.14	\$43.96	\$54.14	-	\$52.29	-
D	201 - 250	\$29.85	\$31.33	\$38.19	\$46.11	-	\$44.67	-
E	251 - 300	\$27.68	\$28.91	\$34.52	\$41.00	-	\$39.82	-
F	301 - 350	\$26.21	\$27.23	\$31.98	\$37.46	-	\$36.46	-
G	351 - 400	\$25.11	\$26.00	\$30.11	\$34.87	-	\$34.00	-
H	401 - 450	\$24.28	\$25.06	\$28.69	\$32.88	-	\$32.12	-
I	451 - 500	\$23.62	\$24.32	\$27.56	\$31.32	-	\$30.63	-
J	500+	\$23.33	\$23.99	\$27.07	\$30.62	-	\$29.99	-

# Scenario A - Billable Hours

Hourly rates determining by total cost divided by Billable Hours as defined now

Scenario A - Billable Hourly Rates								
Category	Range Op hours per vehicle per month	NEV (i.e. GEM)	Sedan (Kia Niro or similar)	Luxury Sedan / "Mini Van"	ADA Van	ICE Van	Van	ICE Van
A	below 100	\$50.34	\$54.10	\$71.56	\$91.72	-	\$88.04	-
B	101 - 150	\$44.06	\$47.04	\$60.86	\$76.83	-	\$73.92	-
C	151 - 200	\$37.23	\$39.36	\$49.24	\$60.64	-	\$58.56	-
D	201 - 250	\$33.44	\$35.09	\$42.77	\$51.64	-	\$50.03	-
E	251 - 300	\$31.00	\$32.38	\$38.66	\$45.92	-	\$44.60	-
F	301 - 350	\$29.35	\$30.50	\$35.82	\$41.96	-	\$40.84	-
G	<b>351 - 400</b>	\$28.13	\$29.12	\$33.72	\$39.05	-	\$38.08	-
H	401 - 450	\$27.19	\$28.07	\$32.13	\$36.83	-	\$35.97	-
I	451 - 500	\$26.45	\$27.24	\$30.87	\$35.08	-	\$34.31	-
J	500+	\$26.13	\$26.87	\$30.32	\$34.29	-	\$33.58	-

# Scenario C - Operating Hours

Hourly rates determining by total cost divided by operating hours as originally defined

Scenario C - Operating Hours as defined in RFP rates								
Category	Range Op hours per vehicle per month	NEV (i.e. GEM)	Sedan (Kia Niro or similar)	Luxury Sedan / "Mini Van"	ADA Van	ICE Van	Van	ICE Van
A	below 100	\$53.30	\$53.30	\$68.89	\$87.39	-	\$83.61	-
B	101 - 150	\$45.95	\$45.95	\$58.29	\$73.05	-	\$69.95	-
C	151 - 200	\$37.95	\$37.95	\$46.77	\$57.45	-	\$55.09	-
D	201 - 250	\$33.51	\$33.51	\$40.36	\$48.78	-	\$46.84	-
E	251 - 300	\$30.68	\$30.68	\$36.29	\$43.27	-	\$41.59	-
F	301 - 350	\$28.72	\$28.72	\$33.47	\$39.45	-	\$37.95	-
G	351 - 400	\$27.28	\$27.28	\$31.40	\$36.65	-	\$35.28	-
H	401 - 450	\$26.19	\$26.19	\$29.82	\$34.51	-	\$33.24	-
I	451 - 500	\$25.32	\$25.32	\$28.57	\$32.82	-	\$31.63	-
J	500+	\$24.94	\$24.94	\$28.02	\$32.07	-	\$30.92	-

# Scenario C - Billable Hours

Hourly rates determining by total cost divided by Billable Hours as defined now

Scenario C - Billable Hourly Rates								
Category	Range Op hours per vehicle per month	NEV (i.e. GEM)	Sedan (Kia Niro or similar)	Luxury Sedan / "Mini Van"	ADA Van	ICE Van	Van	ICE Van
A	below 100	\$59.70	\$59.70	\$77.16	\$97.88	-	\$93.64	-
B	101 - 150	\$51.46	\$51.46	\$65.28	\$81.82	-	\$78.34	-
C	151 - 200	\$42.50	\$42.50	\$52.38	\$64.34	-	\$61.70	-
D	201 - 250	\$37.53	\$37.53	\$45.20	\$54.63	-	\$52.46	-
E	251 - 300	\$34.36	\$34.36	\$40.64	\$48.46	-	\$46.58	-
F	301 - 350	\$32.17	\$32.17	\$37.49	\$44.18	-	\$42.50	-
G	351 - 400	\$30.55	\$30.55	\$35.17	\$41.05	-	\$39.51	-
H	401 - 450	\$29.33	\$29.33	\$33.40	\$38.65	-	\$37.23	-
I	451 - 500	\$28.36	\$28.36	\$32.00	\$36.76	-	\$35.43	-
J	500+	\$27.93	\$27.93	\$31.38	\$35.92	-	\$34.63	-

# Fixed + Hourly - FTL only rates

FTL specific rates based on discounts for history and total contracts

- Total Cost = (Monthly fixed cost x # of vehicles) + (Billable Hours x Hourly Rate)

Type	Monthly Fixed Cost	Variable Hourly Rate
NEV	\$3,416.70	\$21.77
NEV (WAV)	\$3,758.37	\$21.77
EV Sedan (Kia or similar)	\$3,416.70	\$21.77
EV "Mini-van" (Kia or similar)	\$4,454.47	\$21.77
E-Van	\$5,586.20	\$23.75
E-Van (WAV)	\$6,361.69	\$29.50

# Fixed + Hourly - current standard rates

Standard, current costs or “rack rates” for new services in South Florida.

Type	Monthly Fixed Cost	Variable Hourly Rate
NEV	\$4,421.13	\$26.54
NEV (WAV)	\$4,863.25	\$27.08
EV Sedan (Kia or similar)	\$4,427.80	\$26.54
EV "Mini-van" (Kia or similar)	\$4,954.47	\$27.08
E-Van	\$6,554.50	\$29.50
E-Van (WAV)	\$6,859.29	\$29.50