

Turku offer



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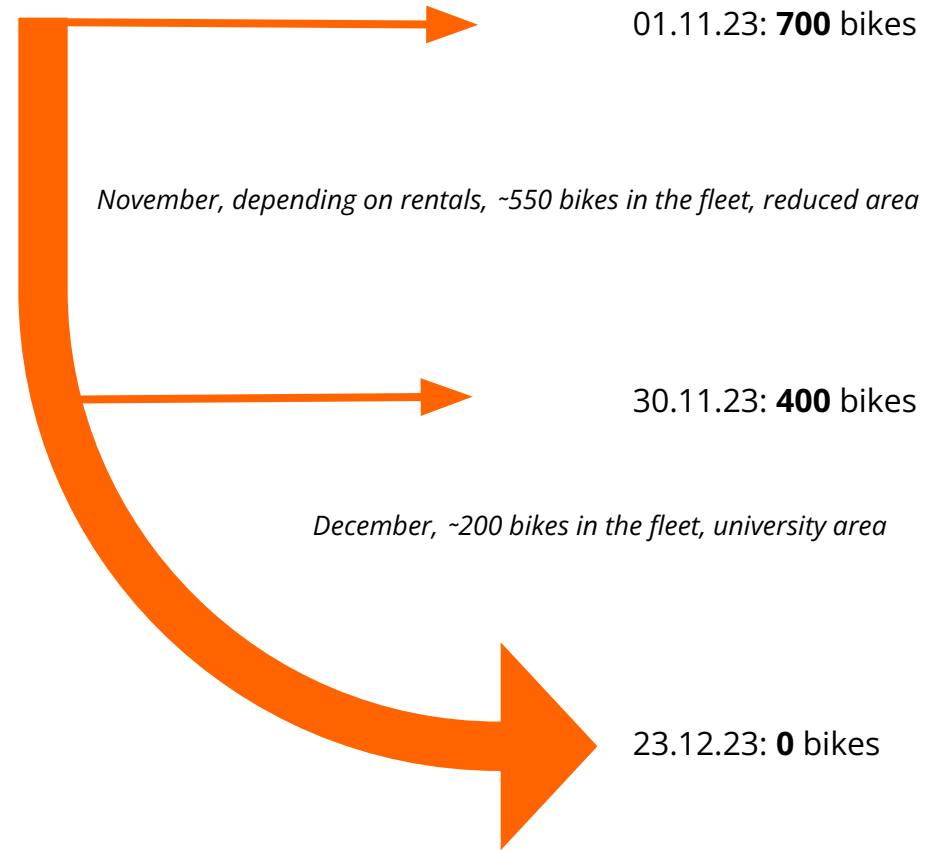
03 Additional Bikes



Option 1

Package includes:

- Decrease of bikes progressively over 7 weeks from the start of November
- **Number of bikes:**
 - November: 700 bikes to start the month to 400 bikes at the end of November
 - December: 400 bikes at the beginning of December to 0 by the 23/12/23
- **Weather and usage dependent:** number of bikes will be adapted to the weather conditions and rentals. If the weather and rentals are good, the system can be maintained to full capacity at any point during these 7 weeks.
- **Adapted hub map:** reduced SLAs, opening and rebalancing of most popular hubs, can be adapted during the 7 weeks (see maps)
- **End of the season:** as soon as the weather changes in December, the system will be closed
- **Communication:** users will be informed of all changes and reduction of bikes/ hub map throughout these 7 weeks
- **Memberships:** extension of all memberships until end of the season



Pricing Option 1

Package offer for 7 weeks:

- **One month subsidy 89.420€ for an operation that runs until 23.12.23** (Christmas holidays)
- As we lower the number of bikes, we need to **reduce the operating area and the number of hubs in service**. We will base it off the demand and where the majority of rentals are starting and ending.
- Users can continue to use the system until the weather makes it impossible: **more flexible**.
- The operation will focus around the **University area in December**.

Total price for 7 weeks: 89.420€

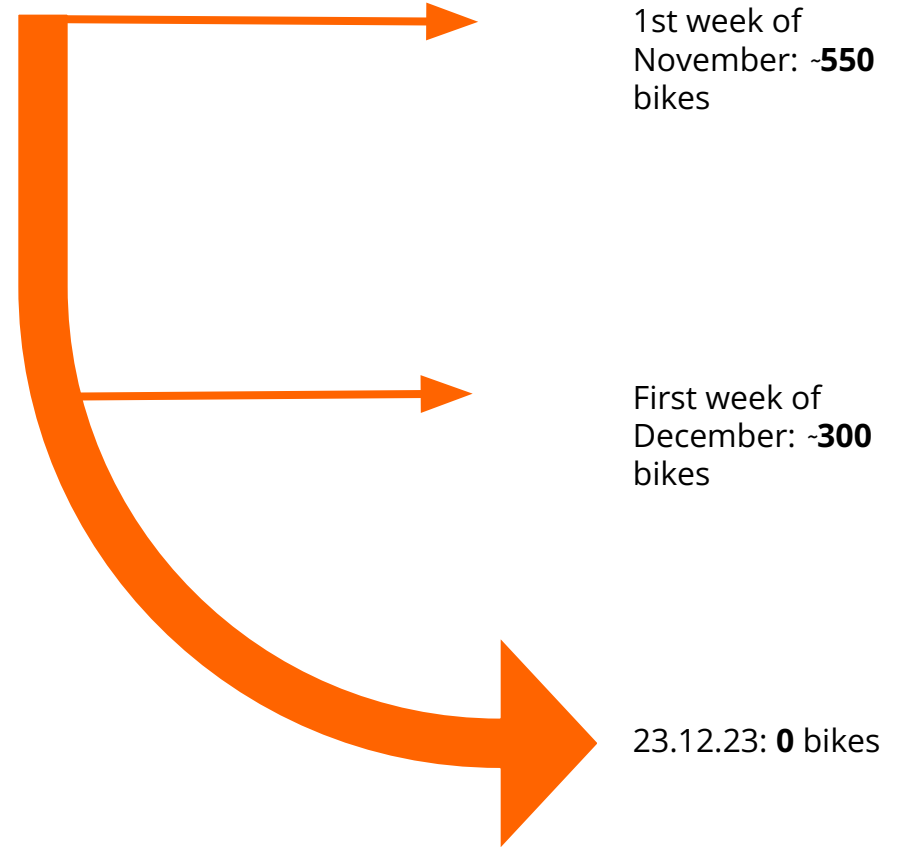
Option 2

November package includes:

- Average of 80% of the fleet enabled (20% of the fleet will be sent to winter maintenance)
- Adapted reduced hub map: see maps
- Communication to users
- Extension of memberships

December package includes:

- Average of 40% of the fleet enabled (60% of the fleet will be sent to winter maintenance)
- Adapted reduced hub map: see maps
- Communication to users
- Extension of memberships



Pricing Option 2

Package November:

- Average of 80% of the fleet enabled: 560 bikes
- One month subsidy for **71.536€** for the full month of November

Package December:

- Average of 40% of the fleet enabled: 280 bikes
- One month subsidy **26.537€ for an operation that runs until 23.12.23** (Christmas holidays)

Total price for 7 weeks: 98.073€

Pricing

Option 1:

Flexible, we adapt the fleet **according to the rentals and the weather**.

We start with 700 bikes and go gradually down to around 400 in November and then to 0 at the end of season. The fleet will be progressively disabled and put in storage and the number of bikes will decrease gradually. The system will be disabled for Christmas and the bikes will be stored away from the streets.

Total price for 7 weeks: **89.420€**

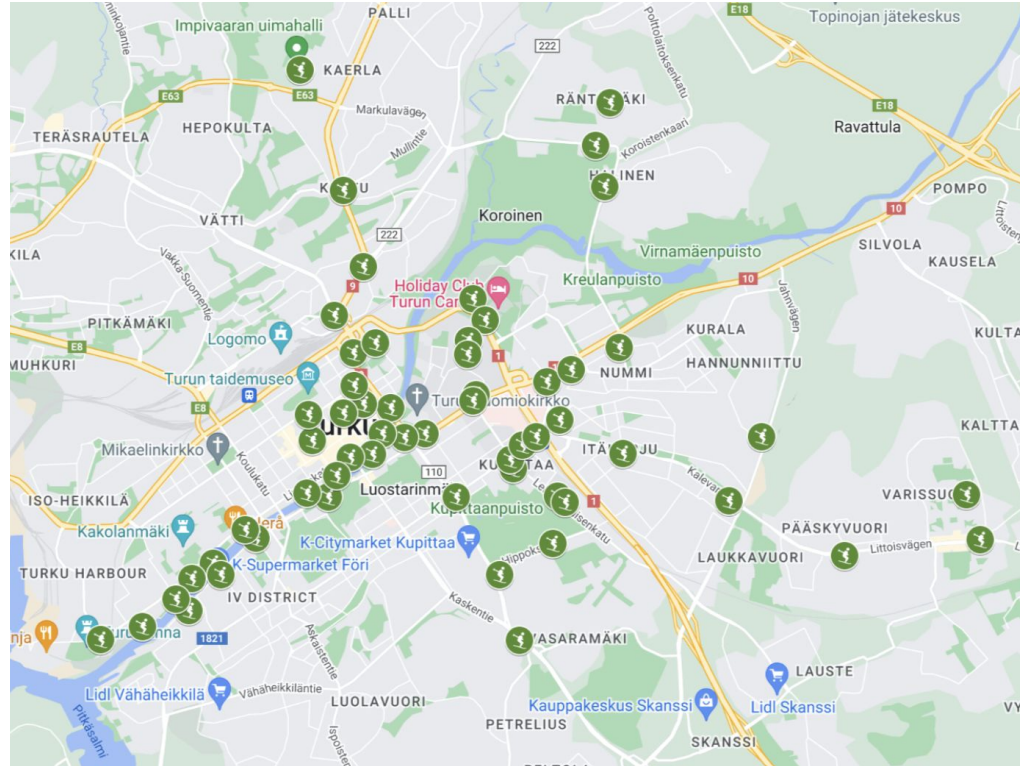
Option 2:

A **set up calendar** to disable the fleet for winter, regardless of the demand or the weather.

We start with 500 bikes and go gradually down to 200 in November and then to 0 at the end of the season. In this option, it is possible to choose just the month of November or both months.

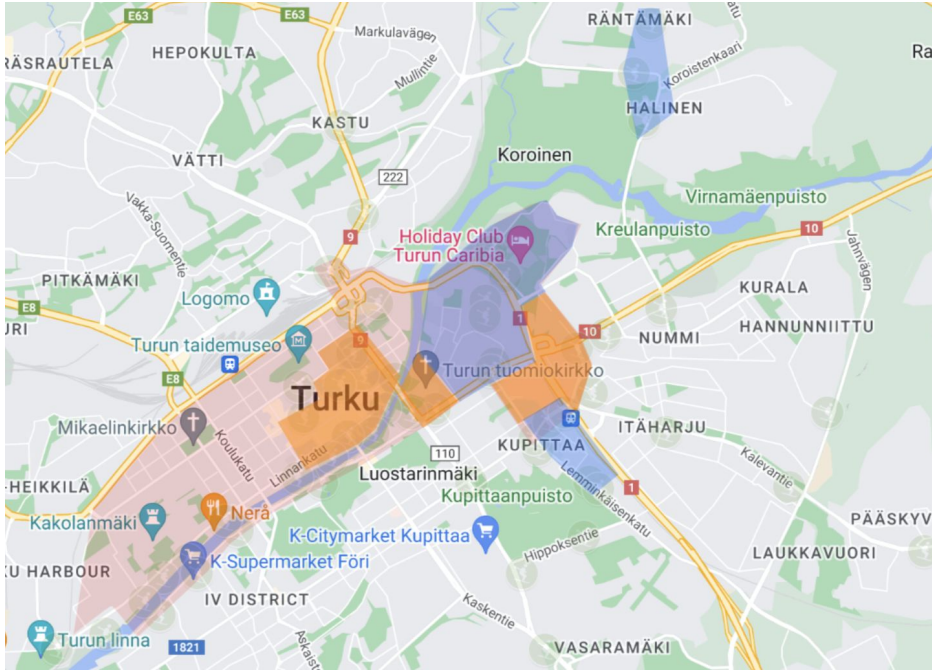
Total price for 7 weeks: **98.073€**

Map



Donkey existing hubs along Turku's winter maintained bicycle lanes

Map



- Red, Orange, Blue Reduced hub network November
- Orange, Blue Reduced hub network December
- Blue Reduced hub network end of the season

November: Movement from full system of 700 bikes to around 400 bikes and the red region served.

December: Gradual closing of hubs to the orange level, then grey and blue to then close off the system.

This option allows a flexibility in the hub areas. If the weather allows and rentals are high the closing of the areas can be more progressive.

Additional bikes in 2024

- Lead Time: approx. 8 months
- Customization (yellow + logo): yes, for min. 100 bikes
- Order: needs to be added to a production slot.
- Delivery: 2nd Semester 2024
- Subsidy for 100 extra bikes, based on 7 months per year, and 3 years
- **Quote:** <https://donkey-3902442.hs-sites.com/YyZmfyRgmsZDL>

⋮ Pedal Bike Subsidy 03-08 At payment 21 Monthly 100 €127.00

Summary	
Subtotal ⓘ	€12,700.00
● Due now	€12,700.00
○ Future payments	€12,700.00 / month starting 1 month after payment for 20 payments
Total contract value ⓘ	€266,700.00