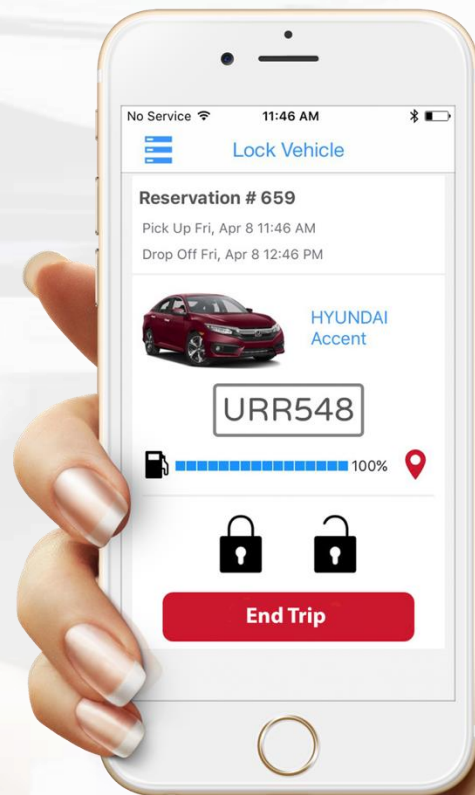


RC Rent Centric Carsharing Technology

Self-Service Car Share Management Technology



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Overview

The purpose of this document is to present Rent Centric Self-Service automation as a forward advancement of Car Share management technology.

We trust that upon inspection of the workflow explanation below you will find that the Rent Centric platform affords more service options, more cost effectively, with easier implementation efforts and includes a deeper back-office management foundation, inherited to a large degree from the complex and mature business practices of car rental franchise operations globally.

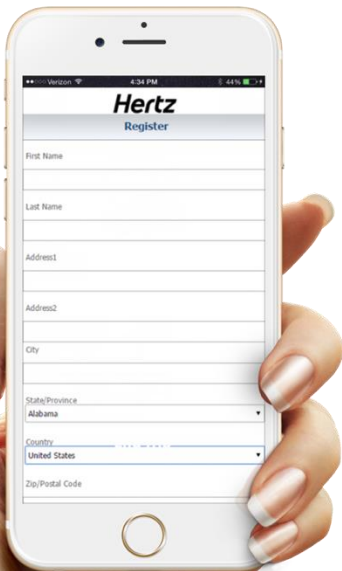
Rent Centric services approximately 1,000 corporate customers worldwide for Car Rental and Self-Service (new Car Share) technologies, including popular brands such as *Uber*, *General Motors* corporate, *Harley-Davidson Rentals*, as well as many *Avis*, *Budget*, *Thrifty*, *Dollar* and *Hertz* locations worldwide.

For painting the full value picture, below is a quick walk-through of workflow followed by amount options.

Workflow Explanation

Registration

Typically, providers would have a method of advertising that particular vehicles are available for Self Service rent anywhere. This may be a decal on the side of cars that directs end-clients to visiting a website or the downloading of a native app, on their smart phones, to gain on-demand access for the use of the vehicle.



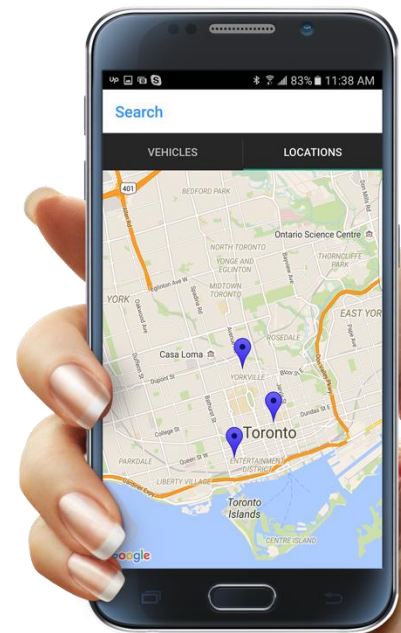
Upon engaging that interface, a first-time customer would be asked to fill in certain information (such as driver's license, credit card and contact information) and also to support that with the upload of images that may be taken by the smart phone camera. There is a lot of flexibility for providers to decide which images are satisfactory for their verification process needs. Some would go as far as asking clients to take a "selfie" with the driver's license showing held in that same picture frame.

Upon completion of this, a confirmation e-mail is automatically initiated, for the purpose of verifying the e-mail address. When that is done, the system would then indicate, via e-mail and/or in-application notification, to the responsible administrators to begin to verify the information uploaded to the central system.

If all looks valid, an SMS notification would be sent to the client's smart phone (this is in case of the use of the default web app that comes with the system, as opposed to the native apps option that is customized client by client and would have internal telephone verification abilities built-in.). The purpose of the notification is to confirm the end-client's telephone number and also to provide them with a link that takes them to the login page for the vehicle availability map and vehicle access remote control.

Reservation

The customer also has the opportunity to check if a particular vehicle is available for rent, by entering its license plate number into that remote control interface or by location on the map. If it is available, they would be allowed to move forward with the process of uploading inspection pictures and then clicking on the green "Start Trip and Unlock Doors" button, to unlock the doors and disable the vehicle immobilizer.



Self-Service On-Demand Access

Placed in a suitable spot inside of the vehicle is the key, attached to a sensor that is also connected to the installed behind-the-dashboard control hardware kit that is provided as part of this solution platform that also connects to the door lock/unlock motor and the ignition immobilizer.

The customer would release the key from the sensor, use it to start the vehicle and also use it to turn off the engine, lock the doors, etc., whenever they need to exit the vehicle but without concluding the "rental".

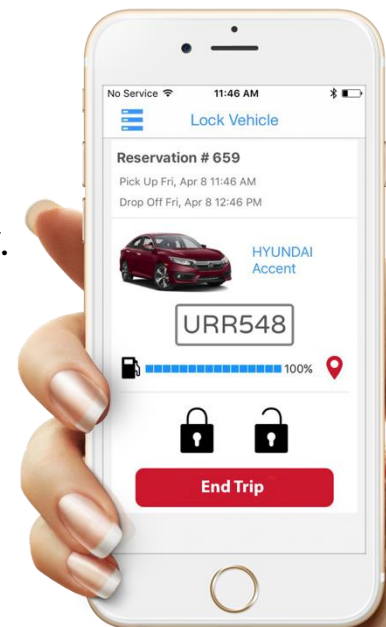


Figure 1 Rent Centric Apple Watch Integration

When the customer is ready to conclude the rental, the system would ensure that they are required to place the vehicle to predesignated geo-fenced locations, as set by service administrators, reconnect the key to the sensor, upload new images for confirming vehicle state (this step is optional) and then clicking on the red "End Rental and Lock Doors" button to close the contract and return the vehicle into the Available-For-Rent state.

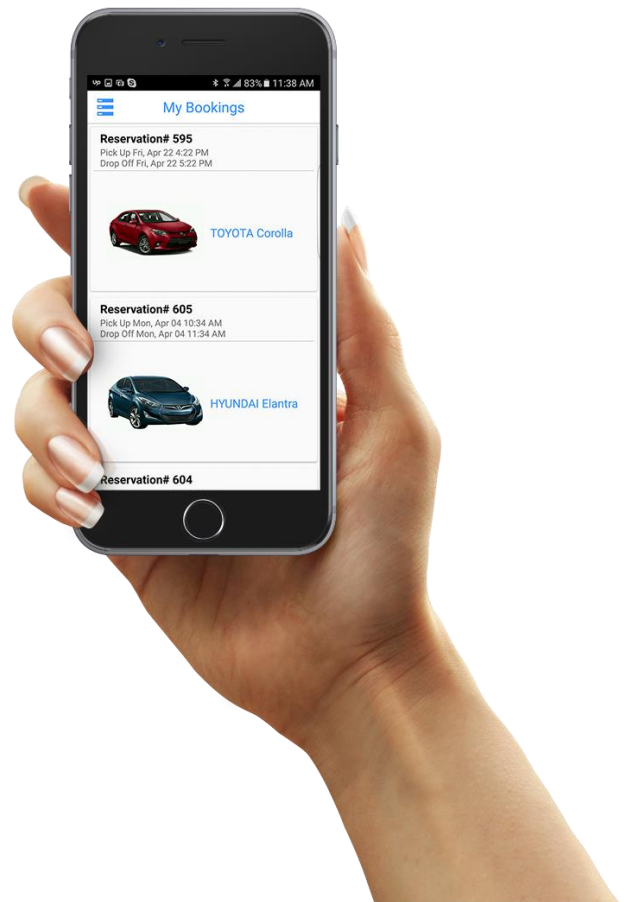
A couple of points to note:

- End-customers who are already verified would have direct remote control access, via their existing username and password. This would allow them to see on a map where vehicles are available that can be reserved. Customarily, the typical reservation time allowed for this type of service is no longer than half an hour.
- In case of a native app as opposed to a web app, the SMS notification point is not considered necessary, as apps are allowed to read identity information and location information directly from the smart phone itself. So there are a few steps removed with this option.



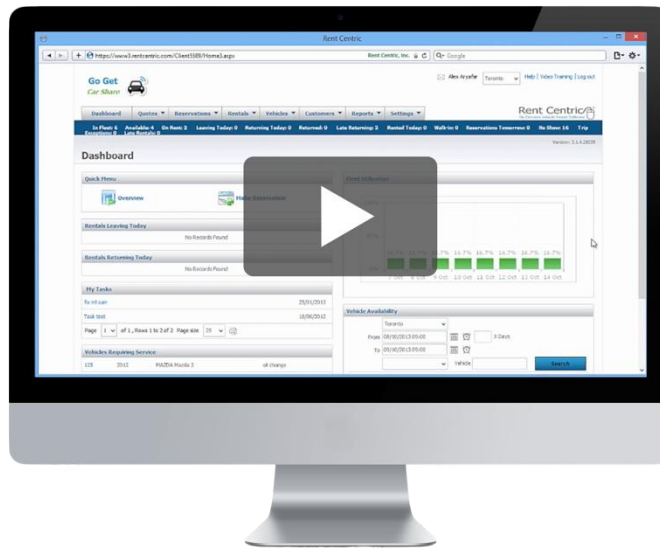
Summary

The Rent Centric approach to the Self-Service vehicle-use provisioning process is, with advanced technology procedures, to move the entire rental checkout and check-in function down to the level of the end customer, via the interface capability of their smartphones on hand. As such, a new customer is not expected to consider a life-style change decision to engage the service, having to wait until they get an RFID card in the mail. In addition, this system provides Car Share operators with the advantages of a mature and broad reaching back-office automation solution, with financial processing integrations, advanced reporting, and more at a level very likely not previously experienced in traditional car share operation circles.



Demonstration Videos

Rent Centric's Car Share Management automation system



Rent Centric's add-on Self-Service technology



Amount Requirements

With regards to product pricing for Rent Centric Self Service vehicle rental management technology (all amounts noted are in US Dollars, minimum 5 vehicle deployment requirement), two issues apply:

1) A subscription to the underlying management solution, demonstrated in the video above, for our Per-Vehicle pricing plan, also listed online at <https://www.rentcentric.com/pricing/>. The summary formula of which is as follows:

- A. A one-time \$995 setup amount
- B. \$25 per month for each hundred vehicle increments
- C. \$3 per vehicle per month up to 75 vehicles
- D. \$1 per vehicle per month above 75 vehicles

Please note that this schedule applies to each ownership entity.

In other words, for franchise operations, it would apply to the level of the franchisee (franchisees are commonly under separate ownership structures from the franchise and from each other). However, the formula calculates based on the collective aggregate numbers of all locations under one ownership entity. Therefore, the setup fee is paid once by each ownership entity and if two underlying locations have 100 vehicles between them for example, the per month subscription tiers would apply to both locations together.

2) Implementing add-on Self-Service (Car Share) hardware kits as well as associated portal and data communication functionality:

- A. \$3,500 Setup Support amount
- B. \$285 per Self-Service hardware kit
- C. \$20 per Self-Service vehicle per month with data services included free of charge in the US and Canada. In other regions data SIM cards are required to be provided by the client organization.
- D. ODB II Y cable: \$35, for retrieval of onboard computer information such as real-time fuel level status.

One issue that is typical of classic Car Rental functionality but not considered part of the default Self-Service vehicle renting model is Automated Recurrent Billing and Membership Plan Subscription capability. To include this logic from our classic Car Share implementation, the amount requirement would be \$3,150 (one-time) and an associated monthly amount of \$2 per vehicle per month for the additional network capacities involved.

Deployments come with a free web-app interface. We are also able to produce native white-labeled Apple and Android apps, priced at \$3,000 per app, with Rent Centric produced workflow and client produced designs (logos, icons, etc.). For more flexibility, clients can provide their own wireframe (complete workflow and design structures), for Rent Centric to develop apps based on that, priced at \$6,000 per app development project.

Our hourly rate for custom development is \$85 per hour, we can perform virtually any type of development as directed by the client. Our Self-Service API option is priced at \$3,500. This allows companies to develop functionality for building or integrating with their own apps. The two services listed above can also be combined; hourly development can be utilized to augment the licensed Self-Service API functions.

Please visit our channel on YouTube for additional video demonstration content:

<https://www.youtube.com/user/rentcentricvideos/videos>

Thank you for your time and consideration of Rent Centric Self Service. Please feel free to let us know if we can offer clarification for any points that may seem unclear. It's always our pleasure to be of assistance however we can.

Sincerely,

Michael Youssef

President and CEO

michael.youssef@rentcentric.com

Direct: +1-416-250-1519 Ext. 44

Toll Free: +1-866-999-1519 Ext. 44