



Drop Mobility Response to RFP

Citywide Bike-Share Program Implementation, Operations, and Maintenance Service

RFP # 25-26-08

PREPARED FOR:

City of Hallandale Beach
400 South Federal Highway
Hallandale Beach, FL 33009

PROPOSER:

Dropbike, Corp
d/b/a Drop Mobility
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Transmittal Letter

Please accept this proposal submitted in response to RFP 25-26-08 – Citywide Bike-Share Program Implementation, Operations, and Maintenance Service issued by the City of Hallandale Beach.

The City is seeking a qualified partner to design, implement, operate, and maintain a fully integrated City wide bike share program. The requested services include providing the bicycle fleet, stations and parking infrastructure, technology platform, mobile application, installation, ongoing operations, maintenance, and customer support required to launch and sustain a reliable shared bicycle mobility system for residents and visitors. This proposal reflects a clear understanding of the City’s objectives and outlines an approach designed to deliver a safe, dependable, and user friendly mobility service supported by modern technology and responsive operations.

The team is fully committed to delivering the services described in this proposal and performing the work within the timeframes established by the City. The proposed program includes the personnel, equipment, operational systems, and technical platform necessary to implement and sustain a successful bike share system in Hallandale Beach.

Since 2017, our organization has supported bike share systems across more than 60+ municipalities and campuses throughout North America. This experience includes launching new systems, modernizing existing fleets, and managing ongoing operations that require consistent maintenance, rebalancing, customer service, and transparent reporting to municipal partners. The experience gained from these deployments provides the operational foundation necessary to deliver a reliable and scalable program aligned with the City’s transportation and mobility goals.

This proposal is submitted as a firm and irrevocable offer and shall remain valid until such time as the City Commission awards a contract resulting from this Request for Proposals.

The following individuals are authorized to make representations regarding this proposal on behalf of the proposer:

Authorized Representative

Name: Dipesh Dar

Title: COO

Address: 548 Market Street, PMB 64073, San Francisco, CA 94014

Telephone: 650-559-6944

Email: dipesh@dropmobility.com

Additional Authorized Representative

Name: Amber Wason

Title: VP Growth & Innovation

Address: Resides in Washington DC

Telephone: 202-640-9004

Email: amber@dropmobility.com

The proposed Project Manager and primary point of contact during the term of the agreement will be:

Project Manager

Name: Jeff Goodmark
Title: Director of Operations
Telephone: 607-280-6424
Email: jeffg@dropmobility.com

Thank you for the opportunity to submit this proposal. We look forward to the possibility of partnering with the City of Hallandale Beach to deliver a successful and sustainable bike share program.

Sincerely,

A handwritten signature in black ink that reads "Dipesh" with a horizontal line underneath it.

Authorized Officer Name: Dipesh Dar
Title: COO
Company: Drop Mobility
Address: 548 Market Street PMB 64073 San Francisco, CA 94014
Telephone: 650-559-6944
Email: dipesh@dropmobility.com

Drop Mobility Around the World



Executive Summary

Drop Mobility is pleased to present a comprehensive proposal to deliver a high quality, City-wide bike share program for the City of Hallandale Beach. Our approach is designed to introduce a reliable, accessible, and highly visible mobility system that supports both everyday trips and the City’s growing role as a coastal destination.

The proposed program is aligned with The Cloud initiative and is intentionally structured to function as a seamless extension of the City’s broader mobility network. By integrating bicycles, parking infrastructure, and digital tools into a unified system, the program will provide residents and visitors with a convenient way to travel between key destinations including the beachfront, commercial corridors, and regional connections.

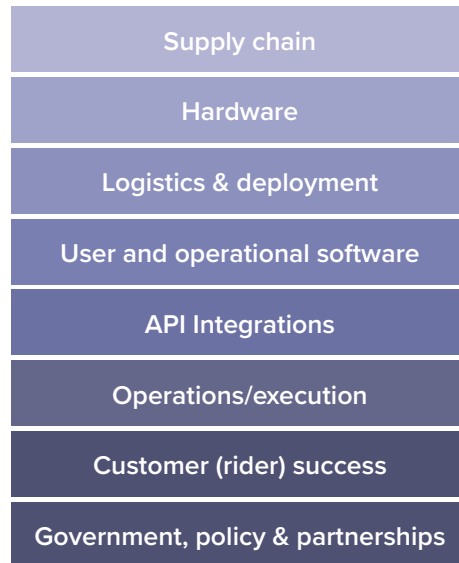
Drop is a leading micromobility solutions provider founded in 2017 and operating across North America. Our City-first partnership mindset has allowed us to extend our services to many municipalities and campuses in a relatively short period of time. Working in partnership with transit authorities, nonprofit bike share organizations, and sponsor partners, we have launched and grown vibrant and sustainable systems in across the U.S. and Canadian markets, operating and supporting thousands of vehicles across more than 60+ municipalities. Our markets span the country, including systems big and small such as Blue Bikes in New Orleans, Louisiana; CDPHP Cycle! In the Albany Capital region of New York; regional systems like Shift Bike in small mountain towns like Vail and Eagle, Colorado, and many more.

Map



The bike share industry has evolved rapidly in a short period of time. From the very beginning, Drop Mobility has believed that instead of forcing a one-size-fits-all approach on cities, the better path is to work closely in partnership with local stakeholders to build

systems that support the unique needs of each community. Our core belief is that for a city bike share system to succeed, municipalities need a partner with a community-first mindset and a team experienced across every part of the program, not just a specialist in hardware or software. Our end-to-end expertise across micromobility hardware, software platforms, supply chain management, operations, marketing, and customer service makes Drop a full service partner capable of delivering customized and sustainable solutions.



Ahead in this proposal you will read our unique proposed solution for Hallandale Beach, which includes a hybrid hub-based system with Lite hubs and lock-to capability, launching with an initial deployment of 25 pedal bicycles and five strategically located hubs. This approach establishes an immediate and visible presence while allowing the City to evaluate usage patterns, rider behavior, and key travel corridors before expanding the system.

Consistent with the City’s preference for pedal bicycle designs as outlined in the RFP addendum, this initial deployment prioritizes standard pedal bicycles to provide a cost effective and accessible mobility option for a wide range of users. Beginning with pedal bicycles creates a strong operational foundation while reducing upfront infrastructure requirements and ensuring ease of use for both residents and visitors.

As the program matures, the system can incorporate e-bike options either as an optional enhancement or as part of a targeted pilot to evaluate demand for electrified mobility. This phased approach allows the City to assess ridership trends and determine the appropriate role of e-bikes in future system expansion without committing to additional infrastructure or cost upfront.

Beyond mobility, the proposed system is designed to serve as a visible public facing asset that reinforces The Cloud brand throughout the community. Stations, bicycles, and digital interfaces will act as consistent touch points across the City, supporting Wayfinding, enhancing the public realm, and strengthening the identity of Hallandale Beach as a connected and forward thinking destination.

Drop Mobility's fully integrated platform includes hardware, software, operations, customer support, and data reporting, ensuring a seamless and accountable delivery model. Through this approach, the City gains a single partner responsible for a turnkey system from implementation to ongoing performance, and long term program success.

This proposal reflects a practical and proven approach to launching bike share in a way that minimizes risk, maximizes visibility, and positions Hallandale Beach for future expansion. We look forward to discussing this approach in collaboration with the City ahead in the selection process!

Proposed Program Overview

Drop Mobility proposes delivering a thoughtfully designed bike share program that introduces a highly visible, easy-to-use mobility network tailored to the unique character of Hallandale Beach. The proposed system is structured to support both local travel and visitor activity, creating a seamless way to move between the beachfront, commercial areas, residential neighborhoods, and regional connections.

The program will be implemented as a hybrid hub-based system with Lite mobility hubs and lock-to capability. This approach provides the structure and organization of designated parking locations while maintaining the flexibility needed to serve a wide range of trip types and user behaviors. Riders are encouraged to begin and end trips at designated hubs, while also having the ability to securely lock bicycles to approved public infrastructure where appropriate.

The initial deployment will consist of 25 standard pedal bicycles supported by five strategically located Lite mobility hubs. These hubs will be placed in high-visibility and high-activity areas to maximize accessibility, support tourism, and establish a strong and recognizable presence throughout the City. This initial network creates an immediate foundation for the system while allowing the City to observe how riders interact with the service across different locations and trip types.

This approach is consistent with the City's preference for pedal bicycle designs as identified in the RFP addendum. Beginning with pedal bicycles ensures a cost effective and approachable system that serves a wide range of users, including residents, visitors, and casual riders exploring the beachfront and surrounding destinations. Pedal bicycles are particularly well suited for short trips, recreational use, and spontaneous travel, making them an ideal starting point for a coastal community like Hallandale Beach.

The system is intentionally designed to function as both a mobility service and a public facing amenity. Stations and bicycles will be branded in alignment with The Cloud identity, transforming the bike share network into a visible extension of the City's mobility initiative. This creates a consistent and recognizable presence in the public, enhances wayfinding, and reinforces the City's image as a connected and forward-thinking destination.

As the program develops, Drop Mobility will work closely with the City to evaluate system performance, rider behavior, and key travel patterns. Based on this data, the system can be expanded in a measured and strategic manner. Future phases may include the addition

of more standard bicycles, expanded hub locations, and the introduction of e-bikes either as an optional enhancement or as part of a targeted pilot program designed to evaluate demand for electrified mobility.

This phased approach allows the City to make informed decisions about system growth while minimizing upfront risk. By starting with a focused and well-placed network, Hallandale Beach can establish a successful and sustainable program that evolves over time in response to real usage patterns, funding opportunities, and broader mobility goals.

Scalable Growth Strategy

The proposed bike share system is designed to expand in phases as ridership demand, community partnerships, and funding opportunities develop. This allows the City of Hallandale Beach to build the program over time and based on real-world performance rather than committing to a fixed long-term system at launch.

Drop Mobility's platform supports a measured and data-driven growth strategy. As the system begins operating, key performance indicators such as trip activity, hub usage, and travel patterns will be monitored to identify where additional bicycles or infrastructure can deliver the greatest impact. This ensures that each phase of expansion is aligned with demonstrated demand and supports efficient use of resources.

This phased model reflects how successful bike share systems evolve in practice. Drop Mobility has experience launching focused (pilot) systems and expanding them into broader mobility networks through a combination of ridership growth, public investment, and partnership development. This experience allows us to guide Hallandale Beach through a similar progression while maintaining system reliability and service quality.

As the program develops, growth may include additional bicycles, expanded hub locations, and increased coverage across key activity areas. Future phases may also include the introduction of e-bikes as an optional enhancement or through a targeted pilot program to evaluate demand for electrified mobility. This approach allows the City to assess performance and user adoption before determining the appropriate role of e-bikes in the system.

A key component of this strategy is alignment with The Cloud mobility initiative. The bike share system is designed to function as an extension of the City's transportation vision, supporting first mile and last mile connections between destinations, activity centers, and future transit services. Integration through digital tools and rider applications can further connect bike share with other mobility options within the Cloud ecosystem.

The system is also positioned to support geographic expansion both within Hallandale Beach and across the surrounding region. As ridership grows, the network can be extended along key corridors and destinations, including Federal Highway, Hallandale Beach Boulevard, Three Islands Boulevard, and the A1A coastal route. This creates opportunities to strengthen connections to nearby communities such as Aventura, Hollywood, Dania Beach, and Sunny Isles, supporting both local mobility and visitor travel.

In addition, the program is structured to take advantage of sponsorship opportunities, grants, and community partnerships that can support system expansion over time. As the network becomes more visible and widely used, these partnerships can help offset costs, support additional infrastructure, and enhance long-term program sustainability.

Through this phased and adaptable approach, Hallandale Beach can develop a bike share system that grows in response to actual usage, aligns with broader mobility goals, and continues to deliver value as the City evolves.

Flexible Hybrid Infrastructure

The proposed bike share system will operate as a hybrid hub-based system with Lite mobility hubs and lock-to capability, allowing bicycles to be parked at designated Drop Mobility hubs or securely locked to approved bicycle racks throughout the service area. This approach combines the structure and visibility of station-based systems with the flexibility of modern lock-to micromobility networks.

Drop's Lite mobility hubs serve as highly visible parking locations that organize bicycles at key destinations across the City. These hubs provide clear wayfinding for riders, reinforce predictable parking behavior, and support an orderly streetscape while maintaining compliance with right-of-way requirements. Because Lite hubs require minimal site preparation, they can be installed quickly and adjusted over time as ridership patterns and demand evolve.

In addition to hub-based parking, the system allows riders to securely lock bicycles to existing bicycle racks within the service area. This expands the functional reach of the network beyond fixed locations while maintaining organized parking standards. By leveraging existing rack infrastructure, the City can extend coverage, improve accessibility, and reduce the need for additional capital investment.

This hybrid infrastructure approach provides several operational advantages:

- Maintains organized parking and supports right-of-way compliance
- Allows the City to evaluate and refine hub locations over time
- Enables efficient and cost-effective system expansion
- Leverages existing bicycle infrastructure to extend system reach
- Allows infrastructure placement to adapt as ridership patterns develop



Because Drop's system is supported by a connected digital platform, mobility hubs, bicycles, and service areas can be adjusted without requiring major system redesign. This allows the City to respond to changing travel patterns, new development, and emerging mobility corridors as the program matures.

The hybrid infrastructure model also supports the long-term vision of The Cloud mobility initiative. Mobility hubs can function as visible connection points within the City's transportation network, linking riders to nearby destinations, pedestrian corridors, and future transit services while reinforcing a consistent and recognizable mobility presence.

Through this approach, Hallandale Beach can implement a bike share system that is organized, adaptable, and well suited to evolve alongside the City's growing mobility network and tourism activity.

Supporting Tourism and Regional Connectivity

Hallandale Beach is uniquely positioned within a vibrant coastal corridor that attracts both residents and visitors year-round. With direct access to beaches, hotels, restaurants, parks, entertainment venues, and waterfront destinations, the City functions as a key tourism and recreation hub within South Florida.

A citywide bike share program enhances this environment by providing a convenient and sustainable option for short trips between these destinations. Visitors staying in nearby hotels or traveling along the beachfront and commercial corridors can use bike share as an intuitive and enjoyable way to explore the City, reducing reliance on short car trips while improving the overall visitor experience.

In addition to supporting tourism, bike share provides meaningful mobility benefits for residents. The system improves access between neighborhoods, employment centers, parks, and community destinations, offering a practical transportation option for everyday travel while encouraging active and healthy modes of movement.

Hallandale Beach is also located within a highly active regional corridor that connects surrounding communities including Aventura, Hollywood, Dania Beach, and Sunny Isles Beach. Key routes such as Federal Highway, Hallandale Beach Boulevard, Three Islands Boulevard, and the A1A coastal corridor already serve as important links for bicycle and pedestrian travel throughout the region.

The proposed bike share system strengthens these connections by providing first- and last-mile access between local destinations and regional travel routes. Riders can use the system to connect to nearby communities, access transit stops, reach waterfront destinations, and travel along established corridors, supporting both local mobility and visitor circulation.

Bike share hubs also function as mobility nodes within the City's broader transportation network. As part of The Cloud mobility initiative, these hubs create visible and intuitive connection points between bike share, pedestrian infrastructure, and future transit services, contributing to a more integrated and accessible system.

As the program evolves, the bike share network can expand to further strengthen regional connectivity and support additional tourism destinations, mobility corridors, and activity centers across Hallandale Beach and neighboring municipalities.

Through improved access to local destinations and stronger connections to regional travel routes, the proposed system enhances mobility, supports tourism, and reinforces Hallandale Beach’s role as a connected coastal destination.

Integrated Technology Platform

Drop Mobility delivers a fully integrated micromobility platform designed specifically for municipal bike share operations. Our technology platform connects bicycles, mobility hubs, rider applications, and operational systems into a single cloud-based ecosystem that supports reliable service and efficient system management.

Each bicycle is equipped with smart onboard technology including GPS tracking, IoT connectivity, and cellular communication, allowing vehicles to communicate directly with the Drop platform in real time. This connectivity enables continuous monitoring of fleet availability, vehicle health, and system activity.

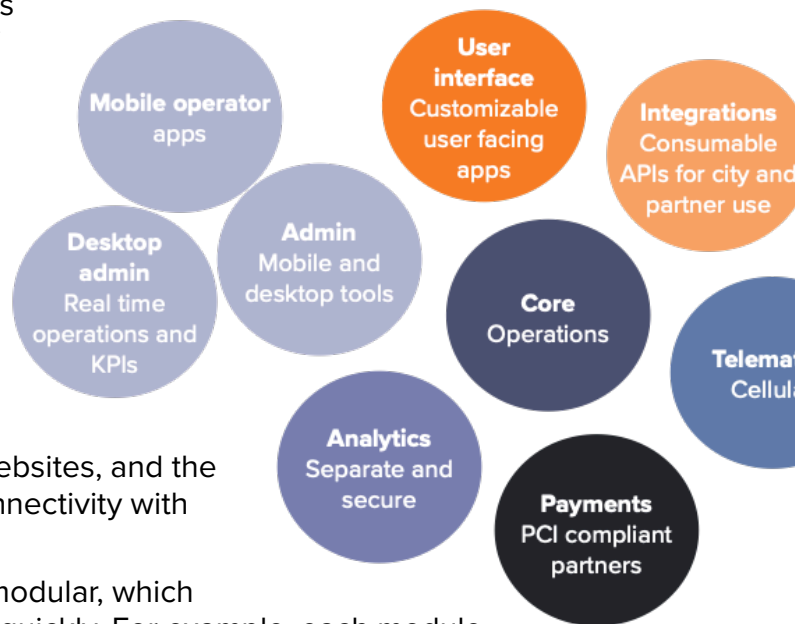
Drop Mobility provides an integrated mobility solution. Our technology stack is developed by our in-house team (ex Google, Microsoft, etc), with years of experience in regionalization and operating bike share. Our infrastructure is localized from the ground up, and includes the suite of tools from operations backends on desktop and mobile, white-labelled user facing apps and websites, and the core modules which maintain and manage connectivity with vehicles over the cellular network.

Drop’s technology suite is decentralized and modular, which increases reliability while allowing us to move quickly. For example, each module can be updated or customized one at a time.

Parts of our stack are hosted on partners like AWS and Digital Ocean. Databases are backed up in real time in PostgreSQL. Payments are provided through Stripe (PCI compliant).

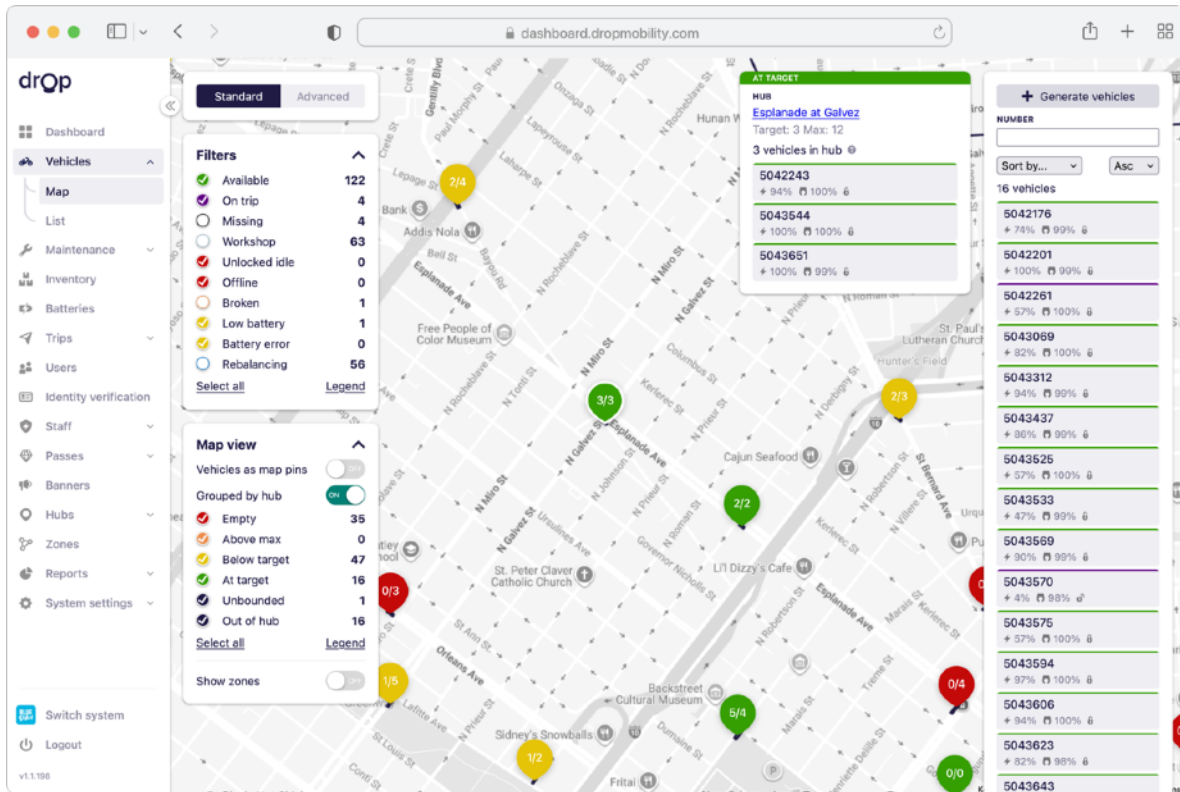
Platform

Drop’s software platform was designed by operators for operators, our experience comes from years of operating micro-mobility across many markets that have encountered the same operational, software, marketing, communication and other challenges and opportunities that you do and will in the future.



Some features of the platform include (but are not limited to):

- Flexible pricing options (membership, day pass, pay as you go and more), or work with our team for specialized occasions (like conferences, etc) Generate coupon codes for specialized occasions
- View detailed user info, previous trips, end-trip photos, past warnings, ban/manage users and other relevant user data in our web admin
- Vehicle management system can disable vehicles that are unfit for use, remotely



- Editable service areas both from the mobile app and the web interface
- Built-in vehicle issue tracking system that is tied to vehicles as well as field-technicians so that maintenance can be tracked (and the ability to search/filter by properties like vehicle number, technical name, etc)
- Customer tracking system (CRM) that helps delegate and manage customer support issues
- Smart rebalancing reports that indicate vehicle usage and recommends balancing options
- Trips view that maps trip start/end/duration as well as the ability to filter/find specific trips by their properties (user name, vehicle number, start region, etc)
- End-trip management view that manages proper parking with end-trip photos (and can fine/report customers, or incentivize customers to park in certain regions)

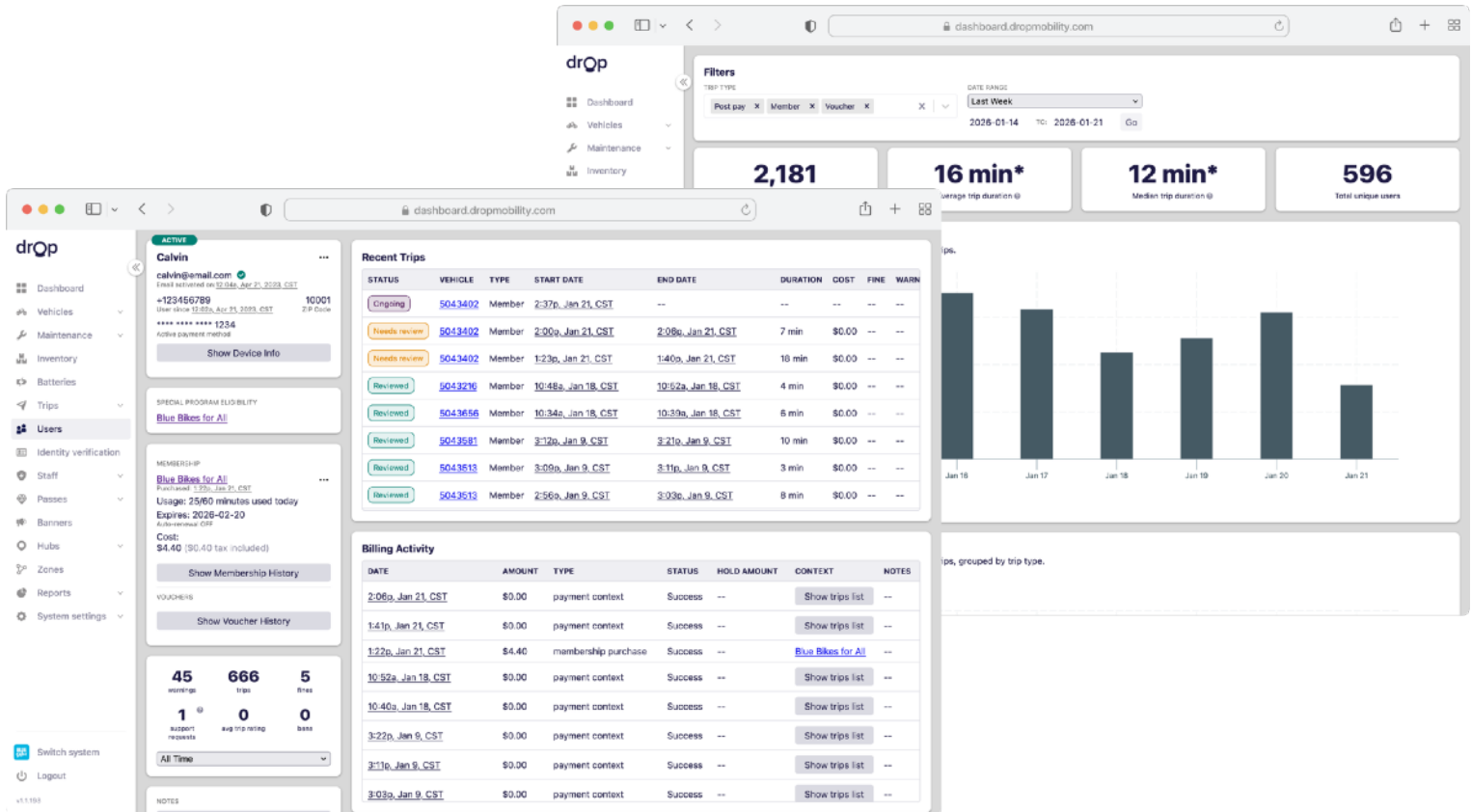
- Hub management including sponsor markers, physical naming and tagging, and more
- Battery management view with low battery bike status, as well as aggregate battery stats (like lifetime of battery before swap)
- End users can report issues with trips, which, if relevant, are automatically added as vehicle issue tickets
- Field-staff have access to mobile apps that allow them to view detailed vehicle status and system status reports, as well as receive notifications for maintenance/system alerts



Sample screenshots from This Machine backend operational dashboard in Tulsa, OK

Data and Reporting Tools

Drop Mobility is a partner-driven organization, and we believe in sharing all relevant and useful information with our partners, with an eye towards user privacy and data security. There are three levels of data sharing Drop Mobility provides: public, partner reports & API access, and live system data.



LEVEL 1: PUBLIC DATA

- Drop Mobility’s systems are interoperable with the with GBFS (General Bikeshare Feed Specification) and MDS (Mobility Data Specification) formats, and can provide an API endpoint such as (<https://api.dropbike.ca/gbfs/vail>)
- Drop is a strong proponent of multi-modal travel, and public data helps our partners and other service providers integrate into one technology platform

LEVEL 2: PARTNERS REPORTS & API ACCESS

- Tokenized data (without personally identifiable information) is shared with partners on a weekly or monthly interval, and include customizable reports which are unique to each region’s requirements
- Reports already include the following- Trip history: including distance, duration, start/end, trip path, member history: member subscription uptake tracking, coupon code usage, etc, revenue reports: by type, by vehicle, graphed, customer service reports, Demographic and region-specific data can be collected• Reports already include the following- Trip history: including distance, duration, start/

LEVEL 3: SYSTEM DATA IS SHARED WITH PARTNERS AT AN APPLICATION LEVEL

- Our partners can access Drop’s operational backend through our mobile and web applications. These systems are part of day to day operation and product team updates features regularly
- Each staff member will have their own login credentials for security and authentication purposes

- These applications are secured through industry-standard encryption protocols (SSL, HTTPS) and strong password and identity systems

Customer-Facing Application

Drop Mobility's customer-facing applications, including iOS, Android, and web platforms, are designed to provide a seamless and intuitive experience for today's mobile users.

Riders can easily sign up using secure phone number verification, with persistent login functionality for a streamlined experience. The platform is fully optimized for both iOS and Android devices, and performance metrics such as downloads and usage are continuously tracked and analyzed.

Users can quickly locate available vehicles, view real-time status, and unlock bikes with a simple QR code scan. Memberships, day passes, and promotional offers can all be accessed and purchased directly within the app, eliminating the need for kiosks or external websites.

All financial transactions are processed in a secure, transaction-protected environment through Stripe, a PCI-compliant payment provider. User data is protected through anonymization in non-secure environments, and all application access is encrypted using HTTPS and TLS protocols, with full audit trails maintained.

The platform also includes built-in customer support and engagement tools. Riders can submit feedback, rate their experience, access FAQs, chat with support in real time, or report issues during or after their trip.

Both the user application and web platform can be customized to include sponsor integrations, such as branded hubs, sponsored ride options, and in-app advertising placements. These features can be developed in collaboration with partners on a per-sponsor basis.

Users have access to their trip history, including summary data related to usage, health benefits, and environmental impact. Prior to each ride, users are provided with instructions tailored to their current location, regional guidelines, and past riding behavior to ensure safe and informed usage.

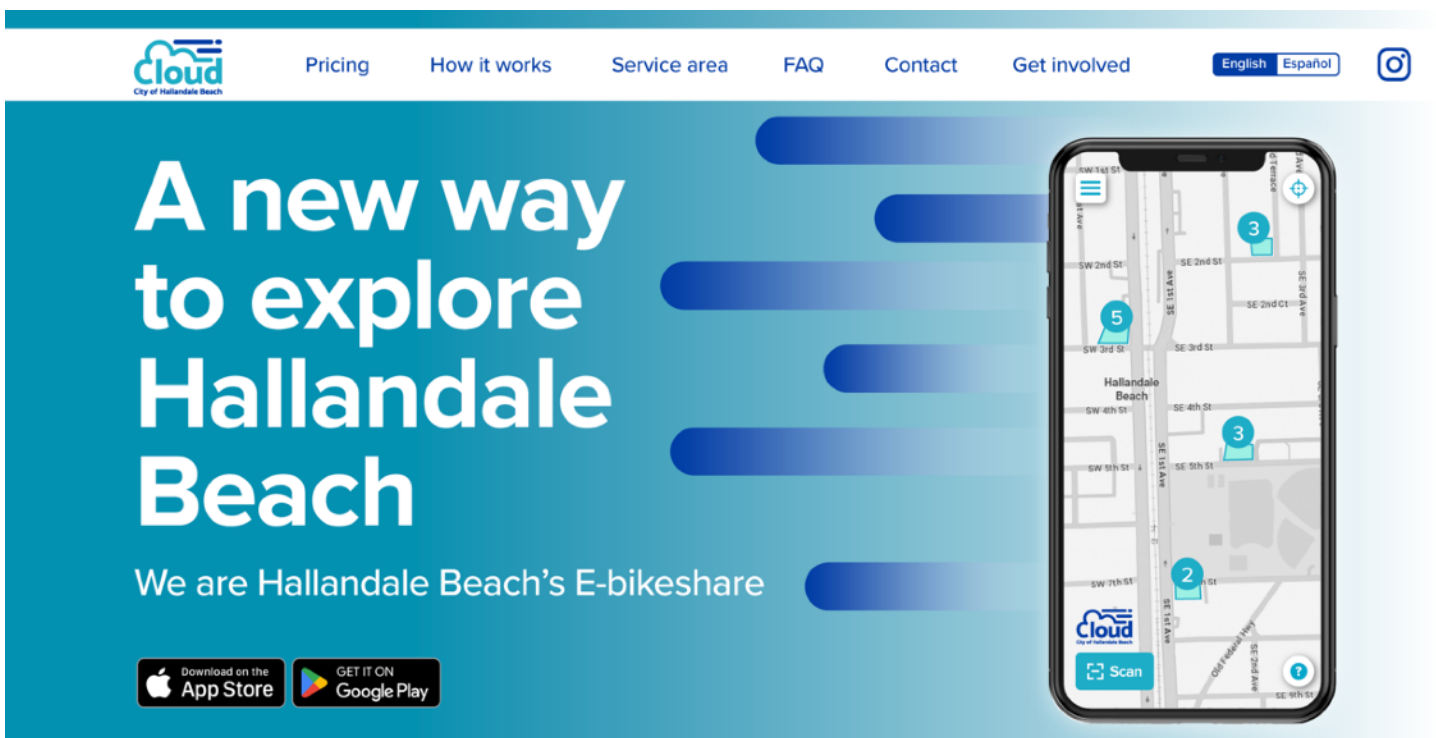


Consumer-Facing Experience

Drop Mobility offers a custom-built website designed to meet the expectations of today's users. The platform is optimized for both iOS and Android devices and includes performance tracking metrics such as user engagement and access trends.

Through the website, users can easily view real-time vehicle locations and availability. The platform also includes a comprehensive customer feedback section where users can submit ratings, access FAQs, chat with a support team member in real time, and report issues during or after their trip.

In addition, the website can be configured to support multiple languages, ensuring accessibility and inclusivity for a diverse rider base.



User Experience

Our goal is to ensure that the process for renting and returning bikes is simple, intuitive, and stress-free for all users.

Riders begin by downloading the custom-branded Drop Mobility application from the Apple App Store or Google Play Store. Clear instructions are also provided directly on the bicycles and at hub wayfinding signage to guide users through the process.

Once the app is downloaded, users are guided through a structured onboarding experience that includes acceptance of terms of use and waiver agreements, account creation, and payment setup. During this process, riders are provided with safety information, including guidance on helmet use and local riding regulations, as well as

step-by-step instructions on how to use the system. Users can select from multiple payment options, including pay-as-you-go and membership plans.

The onboarding screens also explain how the system operates, including how to locate bikes, unlock them, properly lock them to public infrastructure or hubs, and successfully end a trip.

After setup, users are directed to the home screen, which displays a map of the service area and real-time locations of available bicycles. To begin a ride, users can approach a bike and unlock it by scanning the QR code using their phone camera or by manually entering the bike number into the app.

Before starting their trip, riders are prompted to review key safety and operational reminders, including helmet use, traffic laws, proper parking procedures, and respect for the public right-of-way.

During the ride, the app displays trip duration, battery level (for e-bikes), and a live map of the service area. Users can also view designated hubs and recommended parking locations directly within the app.

To end a trip, users select the “end trip” option within the app and securely lock the bike using the integrated cable lock and wheel lock to approved public infrastructure or designated hubs. The trip is automatically completed once the bike is properly secured.

As part of the parking verification process, users are prompted to take a photo of the locked bike. This image is uploaded to the Drop Mobility backend for review to ensure compliance with parking guidelines.

If a parking issue is identified, the user may receive a notification with details and a link to the submitted photo. In these cases, Drop’s operations team will address the issue, though users are also given the opportunity to correct the parking themselves.

Throughout the entire experience, users have access to in-app customer support, including live assistance and a detailed FAQ section for self-service. Riders can also view their trip history, payment information, and account details directly within the app.

Experienced Team and Operations Structure

The Hallandale Beach program will be supported by Drop Mobility’s experienced leadership team alongside dedicated operational staff responsible for system deployment, maintenance, and day-to-day performance. This structure ensures clear accountability, consistent service delivery, and a high level of responsiveness to City needs.

Drop’s leadership team provides strategic oversight, system management, and direct coordination with the City, while local operational resources will support on-the-ground activities including bicycle maintenance, rebalancing, and system monitoring. This combination of centralized expertise and local execution enables efficient operations and reliable service.

Key leadership roles include:

- Amber Wason – Vice President, Business Development

- Jeff Goodmark – Director of Operations and primary point of contact
- Geoff Coats – Director of Special Projects and Deployment
- Jake Welch – Director of Customer Success
- Isabel Meizoso – Marketing and Sponsorship Manager

These team members bring extensive experience managing micromobility systems across a wide range of environments, including cities, university campuses, and tourism-driven markets. Their combined expertise spans system planning, deployment, operations, customer experience, and program growth.

At the local level, Drop Mobility will establish dedicated operational support to ensure consistent system performance. This includes resources responsible for bicycle inspections, routine maintenance, rebalancing, and field response. Local staff will work in coordination with Drop’s leadership team to maintain service quality, address operational needs, and support the long-term success of the program.

Through this structured approach, the City benefits from both experienced leadership and reliable local operations, ensuring the bike share system is well-managed, responsive, and positioned for sustained performance.

Sponsorship and Revenue Opportunities

Bike share programs create opportunities for partnerships with local businesses, institutions, and community organizations that can support long-term program sustainability while enhancing system visibility. Drop Mobility works closely with municipal partners to identify and structure these opportunities in a way that aligns with community goals and complements the overall mobility program.

In Hallandale Beach, potential partners may include local businesses, hotels, tourism organizations, universities, and major employers within the service area. These partnerships can contribute to the program through financial support, marketing collaboration, or participation in system expansion, while also increasing awareness and engagement with the bike share network.

Sponsorship recognition can be incorporated in a manner that is both visible and appropriate for the public right of way. Opportunities may include placement on station wayfinding panels, program materials, rider communications, and digital platforms, ensuring that recognition enhances the system without detracting from the surrounding environment.

Because the program will operate under The Cloud brand identity, all sponsorship elements will be developed in coordination with the City to maintain a consistent and cohesive visual presence. This approach ensures that the bike share system remains a recognizable extension of the City’s broader mobility initiative while still allowing for meaningful partner visibility.

As the system matures and ridership grows, additional partnership opportunities may emerge to support expansion, including the addition of new hubs, infrastructure enhancements, and community-focused mobility initiatives. These partnerships can help extend the reach of the program while supporting long-term financial sustainability.

Through a coordinated and thoughtful approach, sponsorship and partnership opportunities can enhance the visibility, reach, and long-term success of the bike share program while supporting local businesses and community engagement.

A Long-Term Partnership with the City

Our approach is building a long-term partnership built on accountability, performance, and continuous improvement. Our objective is not only to successfully launch the system, but to ensure it remains reliable, relevant, and valuable to the City over time.

We partner with municipalities to actively monitor ridership trends, evaluate system performance, and identify opportunities to enhance service and expand the network as demand evolves. Through regular communication, transparent data reporting, and collaborative planning, the City is equipped with the information needed to guide future decisions and program development.

For Hallandale Beach, this approach is centered on delivering a dependable and adaptable mobility service that aligns with the City's broader transportation vision. By combining flexible infrastructure, a phased growth strategy, and a connected technology platform, the bike share system is positioned to evolve alongside The Cloud mobility initiative and support the City's continued investment in innovative transportation solutions.

As the program matures, bike share can contribute to a range of community priorities, including improving transportation access, supporting tourism activity, strengthening connections between neighborhoods and regional destinations, and encouraging active and sustainable modes of travel.

Through this partnership model, Drop Mobility will work with the City of Hallandale Beach to ensure the system remains well-managed, responsive to community needs, and positioned for long-term success.

Proposal Equipment Details

Drop Pedal Bike

The Drop Pedal Bike is a classic (standard) pedal bicycle designed for safety, ease of use, and long-term durability. Engineered to serve a wide range of riders and operating environments, the bike provides a reliable and comfortable riding experience across varying terrains and weather conditions.

Its ergonomic design supports riders of different skill levels, while its robust components are built to withstand frequent use in a public bike share system. The bike is equipped with integrated smart lock technology, real-time GPS tracking, and tamper-resistant hardware to ensure security and operational efficiency.

Customizable features, including branding elements and accessory options, allow the system to be tailored to the City's identity and program needs. Overall, the Drop Pedal



Bike offers a dependable and adaptable solution that supports both daily transportation and recreational use.

Key Features:

- Durable Design: Engineered for longevity, with a life expectancy of 12–24 months.
- Customizable Specifications: Nearly all components can be tailored to meet specific requirements.

Technical Specifications:

- Tires: 26” non-pneumatic for enhanced durability.
- Seat Adjustability: Extends up to 450 mm for ergonomic comfort.
- Gears: Shimano 3-speed for smooth and versatile riding.

Integrated Smart Features:

- Connectivity: Internet-enabled with GPS and Bluetooth.
- Locking System: Bluetooth smart lock with lock-to cable mechanism.
- Lighting: Solar-powered rear light and reflector for visibility.

Additional Components:

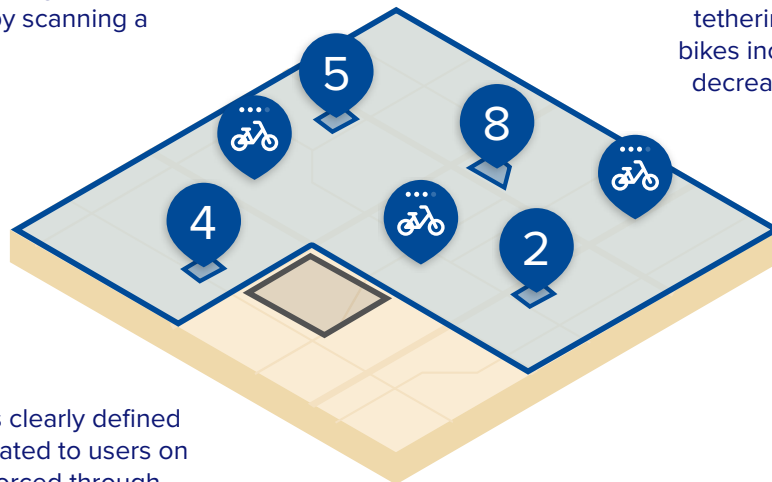
- Integrated Bell: For rider safety and awareness.
- Front Basket: 10 lbs capacity for carrying personal items.
- Kickstand: All-weather robust design.
- Braking System: Internal smart braking for secure stops.
- Anti-Theft Features: Screws and bolts designed to deter theft.

Drop Hubs/Stations

We operate stations or “hubs” where bikes are locked to a designated Drop rack, dock, or to existing bike parking infrastructure. These are locations where the on-ground operations team will rebalance vehicles and users are encouraged through in-app instructions to park. This increases the reliability of finding vehicles and keeps the system organized.

GPS tracked vehicles that can be unlocked through smartphones by scanning a QR code.

Mobility **hubs** and **docking stations** for parking, charging, tethering and picking up e-bikes increase reliability and decrease operational costs



Service area is clearly defined and communicated to users on their apps. Enforced through warnings, incentives and penalties.

Infrastructure Lite Hubs/Stations

The initial rollout for Hallandale Beach prioritizes the deployment of Lite Hubs across much of the system. Lite Hubs provide the structure and organization of a traditional docking station without the higher cost associated with fully powered infrastructure. This approach allows the City to expand coverage more quickly, invest strategically, and test locations before committing to permanent buildout.

Lite Hubs provides clear parking organization, branded wayfinding signage, and defined preferred parking zones. They create a visible and orderly presence in the public right-of-way while keeping installation and operations simple and flexible. If a location needs to



be relocated or expanded, adjustments can be made quickly without requiring major construction.

Where appropriate, Lite stations can also be installed to physically secure bikes while maintaining the organized footprint of a station. This provides the reliability of a docked network while preserving cost efficiency.

Existing municipal bike racks can also be designated as hubs through the addition of signage and geofencing. This approach leverages infrastructure already in place, reduces capital costs, and increases deployment flexibility across neighborhoods.

By leading with Lite Hubs and structured signage, the system can scale responsibly, maintain public right-of-way compliance, and direct capital toward electrification and high-demand charging locations where it will have the greatest operational impact.

Wayfinding Panels and Branding

Station signage and wayfinding panels are designed to reflect Hallandale’s identity and mobility goals. Layout, colors, and materials can align with the City’s branding or sponsorships and streetscape standards, creating a system that feels integrated rather than added on.



Each hub includes coordinated charging docks, racks, and signage that clearly explains how to download the app, unlock a bike, understand pricing, and follow safety guidelines. Maps, equity program information, and transit connections can also be incorporated directly into the panel design.

These panels also create strong opportunities for sponsorship alignment. Rather than traditional advertising, signage space can be used to recognize community partners, corporate sponsors, or City initiatives. Sponsorship branding can be thoughtfully integrated into the station design, creating revenue support without overwhelming the public right of way.

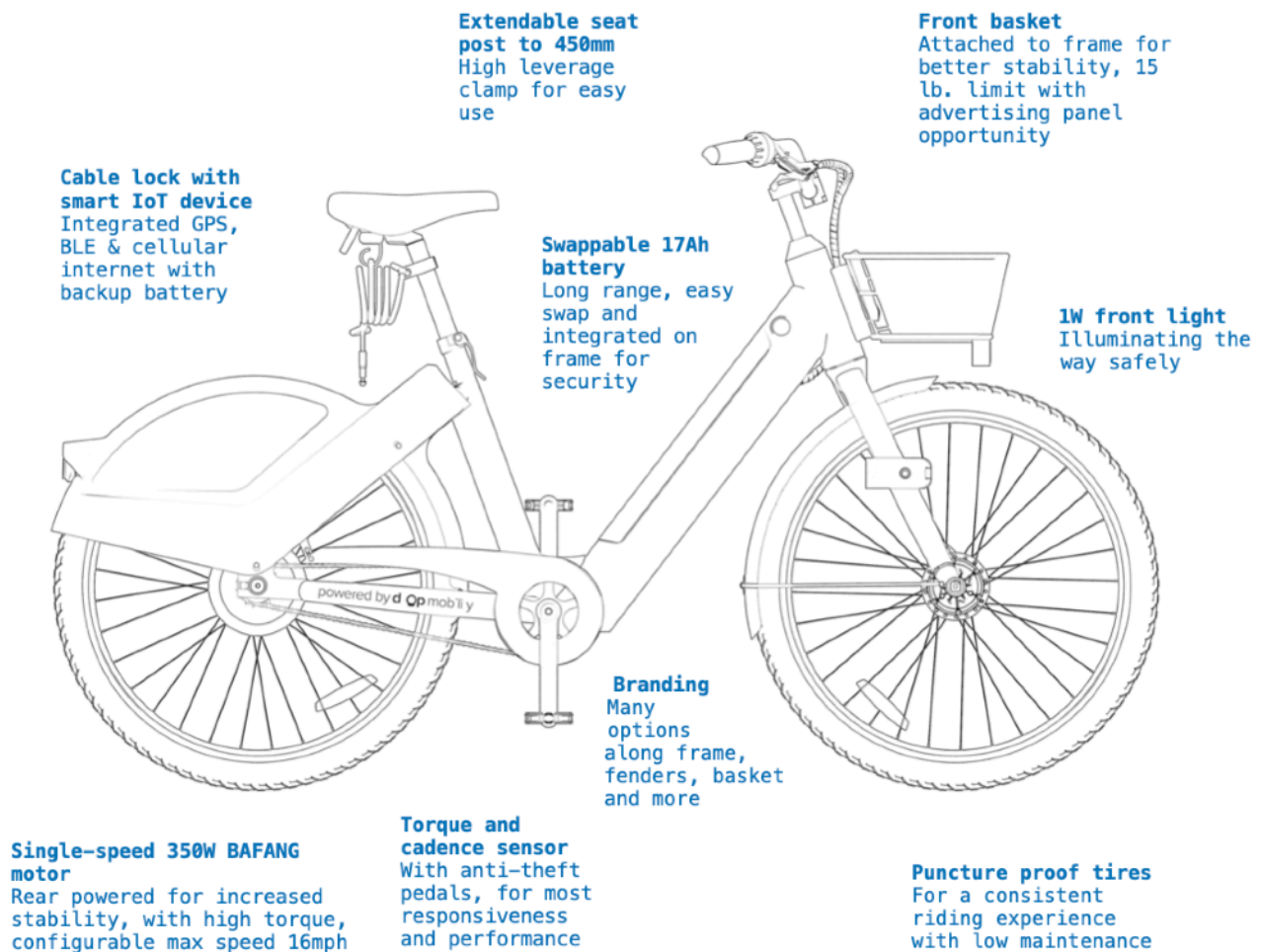
Additional Equipment

Drop E-Bike

Drop's Urban One e-bike is purpose-built for shared mobility and is designed with both standard and optional accessories to meet the needs of diverse communities. This flexibility is key to delivering a successful system that integrates seamlessly with the City's broader mobility network.

Each e-bike is fully connected, featuring real-time GPS tracking, onboard IoT connectivity, and multiple anti-theft mechanisms. The Urban One is designed to operate within hub-based, docked, or hybrid models, allowing it to be securely locked at stations, Lite Hubs, or standard bike racks using an integrated cable lock.

Our design philosophy balances simplicity, durability, safety, and operational agility. Through a continuous iteration process led by our in-house hardware team, the Urban



One has been refined to meet the demands of high-frequency, public-use environments. Additional customization options, including colors, specifications, features, and accessories, are available to align with City preferences.

Drop Mobility provides locally branded micromobility systems, and all bikes will be designed in collaboration with City stakeholders to reflect The Cloud brand identity.

The Urban One can be parked at docking stations that both secure and charge the vehicle. It is also equipped with multiple locking mechanisms, enabling flexible deployment across hub-based and hybrid systems. This allows riders to securely park at designated hubs, docking stations, or approved public bike racks while maintaining system organization and compliance.

Details:

Every e-bike is internet connected and GPS tracked in real time

Class 1 E-Bike

Pedal-assist system with a standard maximum assisted speed of up to 20 mph (configurable based on program requirements)

Total Vehicle Weight

Approximately 55 to 60 lbs, including battery

Wheel Size and Tires

26-inch puncture-resistant pneumatic tires designed for durability and rider comfort

Battery System

36V, 17Ah removable and rechargeable battery
Integrated Battery Management System (BMS) with software analytics

Range

40+ miles per charge, depending on usage and terrain

Motor



High-torque 350W rear hub motor (BAFANG)

Sensor System

Torque-sensing bottom bracket for smooth and responsive pedal assist

Frame Design

Aluminum step-through frame with composite components for durability and accessibility
Industry-leading low step-through height (~450 mm) to accommodate a wide range of riders

Braking System

Low-maintenance roller brakes for consistent performance in all weather conditions

Connectivity and Smart Systems

Internet-connected with real-time GPS tracking, Bluetooth, and IoT-enabled controls
Supports geofencing and optional out-of-hub or hybrid parking configurations

Locking Mechanisms

Integrated front wheel electronic lock
Secondary cable lock for securing to racks or Lite Hubs
Tamper-resistant hardware, including custom security bolts

Lighting

Integrated front and rear lights powered by the e-bike battery
Automatically activated via IoT system during trips

Storage and Utility

Front basket (15 lb capacity), frame-mounted for improved stability and center of gravity

Key Dimensions

- Overall Length
180 cm
- Height (to Handlebar)
103 cm
- Handlebar Width (Arm Span)
66 cm
- Front Basket Dimensions
Width: 28 cm
Depth: 21 cm
Capacity: Fits up to two standard 6-pack beverage carriers
- Basket Height Above Ground
14 cm (aligned for easy access and compatibility with docking or parking infrastructure)

Charging Dock (Station)

Each dock is designed to serve two functions simultaneously: securely locking the bike in place and charging e-bikes while they are parked. This dual-purpose design improves operational efficiency, ensures bikes remain consistently powered, and reduces the need for manual battery swapping in high-demand areas.

A group of docks forms a complete charging station, with configurations that can support multiple bikes charging at the same time. This modular approach allows station size to scale based on location demand while keeping installation straightforward and cost-effective.

On-site charging significantly lowers long-term operational costs. By reducing the frequency of battery swaps, staff labor hours are minimized, vehicle usage is optimized,



and overall system uptime improves. This approach supports Hallandale Beach's electrification goals while maintaining cost efficiency and operational reliability.

Drop's charging stations, docks, base plates, and integrated wayfinding signage are built for durability, require minimal maintenance, and are designed for easy installation and relocation. Stations are mounted flush to the ground and sealed for protection, and installation or relocation can be completed by a single technician with minimal disruption.

All system status information is accessible in real time through both the bike and the backend platform. Maintenance teams can monitor station and fleet health through the operations dashboard, enabling proactive servicing and efficient system management.

Adaptive, Cargo E-Bikes, and More

Drop Mobility offers a range of adaptive and commercial-use vehicles to support a fully inclusive and flexible fleet. These options can be tailored to meet specific program goals and may include adaptive bicycles, tricycles, cargo e-bikes, delivery vehicles, and passenger-oriented configurations.

All vehicles deployed on the Drop platform are equipped with integrated smart technology, including real-time GPS tracking, secure locking mechanisms, and connectivity features tailored to each use case. This ensures consistent performance, visibility, and operational control across the entire fleet.

Detailed unit pricing and fleet configuration options for each adaptive vehicle type can be provided as part of the cost proposal or as optional add-ons. Many of these vehicle

models are already deployed and operating successfully in other markets, meaning they are fully integrated into Drop’s hardware, software, tracking systems, and maintenance workflows.

Adaptive Hand-cycle



Recumbent Trike



Cargo E-Bike



Minimum Qualification Requirements (MQRs)

We confirm we meet all Minimum Qualification Requirements (MQRs) established by the City of Hallandale Beach for this solicitation. All required documentation demonstrating compliance with these qualifications is included within this proposal submission.

Drop Mobility has carefully reviewed the Minimum Qualification Requirements and affirms that the company satisfies each condition outlined in the RFP.

MQR 1 – Active Business Registration (Sunbiz)

Drop Mobility is a legally registered business entity authorized to conduct business in the State of Florida. Documentation verifying the company’s registration through the Florida Division of Corporations (Sunbiz) with an active status is included following this section.

This documentation confirms that the company is in good standing and legally authorized to enter into contractual agreements with the City of Hallandale Beach for the services described in this solicitation.

MQR 2 – Firm Experience and Technical Qualifications

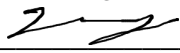
The company has successfully delivered bike share systems in more than 60 municipalities and campuses across North America, including deployments involving e-bikes, smart locking systems, docking infrastructure, fleet management software, and full operational support. These projects demonstrate the firm’s capacity to deliver turnkey mobility programs that meet the operational, technical, and customer service requirements expected by municipal partners.

An authorized representative of Drop Mobility has completed and signed the required affirmation confirming that the firm possesses the qualifications and expertise necessary to perform the services outlined in this solicitation.

Drop fully affirms that we possesses the requisite experience, qualifications, and technical expertise necessary to fully perform the services outlined in this formal solicitation.

Company: Dropbike, Corp. d/b/a Drop Mobility

Name of Authorized Signer: Qiming Weng

Signature: 

Date: 03 / 16 / 2026

Required Forms:

Please find all required forms in Appendix D.

Organization, Size, and Experience

At Drop Mobility, we focus on all aspects of delivering a successful bike share program, offering end-to-end expertise across hardware, software, operations, marketing, supply chain, and customer service. This holistic approach positions us to deliver customized, community-centric solutions that align with each partner’s unique goals.

Our product portfolio includes a wide range of hardware options, including electric charging docks, Lite mobility hubs, field charging infrastructure, kiosks, wayfinding signage, e-bikes with integrated locks, cargo bikes, adaptive vehicles, scooters, and e-trikes. We are confident that these tools can be tailored to create a sustainable and scalable bike share system that meets the needs of the City.

Drop Mobility Organization and Staff Qualifications

We have a diverse team of 30+ business leaders, operations managers, product experts, engineers, designers, customer service reps, marketers, accountants, and legal experts. In addition to accessing our talented and successful leadership team, in-house software and hardware development team, and robust global supply chain, you will interact and be supported directly by key operational leadership team members from HQ.



The organization is led by our mission-driven founders. Together, they bring over a decade of combined experience building and growing companies in the municipal and mobility sectors, including on-demand logistics, education, sports and lifestyle, and modern retail.

Their shared vision is to deliver customized, state-of-the-art, and sustainable mobility solutions to municipalities, with a particular focus on electric bike systems. At Drop Mobility, our mission is to positively impact how people move within cities through a partnership-driven approach.

We believe that when cities succeed, we succeed. This is achieved through close collaboration with our partners to design locally branded, thoughtfully planned, and responsibly managed systems. To support this mission, we have assembled a team of experienced professionals across operations, technology, and program management who share our commitment to innovation, quality, and community impact.

Major Clients

The major clients highlighted below demonstrate Drop Mobility’s ability to deliver successful bike share programs across a wide range of operating environments and partnership models. From university-centered systems and nonprofit collaborations to transit integrated regional networks and large scale municipal programs, these case studies reflect our experience with system launch, system recovery, phased expansion, fleet and infrastructure upgrades, and ongoing operational support. Together, they illustrate Drop’s ability to tailor each program to local conditions while maintaining strong service quality, public sector coordination, and long term program sustainability.

Ithaca, NY – Ithaca BikeShare



Drop Mobility partnered with a local non-profit, Center for Community Transportation, to launch the Ithaca BikeShare system in fall 2022. This electric bike share system includes more than 300 e-bikes, has provided over 200,000 rides, and serves key areas throughout Tompkins County, including Cornell University.

The system has maintained strong year-round ridership despite Ithaca’s challenging geography and harsh winter conditions. Expansion is ongoing, and Ithaca BikeShare continues to grow ridership by approximately 20% year over year.

Kansas City, MO – RideKC Bike

Launched in partnership with the regional transit authority KCATA and local non-profit BikeWalkKC in 2019, RideKC Bike has become an integral part of the mobility network across multiple cities in Missouri and Kansas.

The system initially retained BCycle pedal bikes retrofitted by Drop Mobility but has since transitioned to a fleet primarily composed of Drop-provided e-bikes. As of 2025, the

system has scaled to more than 500 bikes and over 100 stations, serving multiple jurisdictions, subregions, and campuses.

The program is expected to grow to more than 700 vehicles and will soon incorporate electric charging docks into the network. The system is also currently preparing for the FIFA World Cup, with plans to deploy additional bikes to accommodate anticipated demand surges.

Albany, NY – CDPHP Cycles

Operating since Spring 2023, the Capital District Transportation Authority (CDTA) bike share program operates across nine cities and SUNY campuses in the Albany, New York region under the sponsored CDPHP Cycle brand.

The system includes a mix of more than 600 e-bikes and classic pedal bikes, delivering hundreds of thousands of trips annually from over 100 stations.



Drop Mobility leveraged its experience revitalizing legacy systems by repurposing existing SoBi equipment left behind by previous operators. In partnership with regional stakeholders, including CDTA and local parking authorities, Drop introduced new technology and upgraded infrastructure to restore and modernize a well-established community asset.

With additional funding from NYSERDA, the system is expected to expand to more than 1,000 vehicles through the deployment of additional pedal-assist e-bikes and a growing network of docked charging stations. Expansion is scheduled to begin in Spring 2026, with an anticipated contract value exceeding \$5 million over the next three years.

Pioneer Valley, MA – ValleyBike Share

Serving as a regional, year-round system spanning from Springfield in the south to UMass Amherst in the north, ValleyBike is a multi-jurisdictional bike share program relaunched by Drop Mobility after taking over a former all-electric Bewegen system.

The original system included more than 50 e-bikes and legacy docking station infrastructure. Drop leveraged this foundation to modernize and expand the network, demonstrating a strong commitment to adaptability and collaboration with local stakeholders while aligning with community-specific transportation goals.

Today, the system includes more than 10 municipalities, with additional communities expected to join as the network continues to grow. ValleyBike is actively expanding with the rollout of Drop e-bikes and updated station infrastructure, which began last year.

The system is projected to scale to more than 1,000 vehicles over the course of the contract, further strengthening regional connectivity and access to sustainable transportation.



New Orleans, LA – Blue Bikes NOLA

Blue Bikes NOLA was launched in New Orleans in Fall 2021 through a partnership between Drop Mobility, the City of New Orleans, and local nonprofit operator Blue Krewe.

The program was established as part of the City’s effort to restore bike share following the closure of the previous Uber-operated system in 2020.

Since launch, Drop Mobility has deployed more than 1,000 e-bikes, supporting strong system growth and adoption. The program has quickly become a key component of the City’s transportation network, surpassing one million trips in the past year alone.

The City of New Orleans has secured a \$50 million grant to be invested over the next one to five years to enhance its overall mobility infrastructure. This includes expanding the e-bike share system and further electrifying the network through the addition of charging stations. The system is projected to grow to approximately 2,500 active e-bikes by 2027, supported by over 200 stations and 1,000 charging docks.



New Orleans hosts numerous major events, including Mardi Gras, the Jazz & Heritage Festival, and the 2025 Super Bowl. Drop Mobility has developed targeted operational strategies and flexible membership programs to effectively manage significant surges in ridership during these events, ensuring reliability and consistent service.

Reference Case Studies

Our references include two systems which are similar to this project, including municipalities with a small number of bikes, connected to a larger, regional transportation ecosystem. These are Shift Bike in Eagle County, Colorado, a fully electric, hub based regional system that expanded from an initial pilot into a multi community network, and ValleyBike Share in the Pioneer Valley, Massachusetts, a regional system Drop brought back into service by modernizing legacy assets and introducing new bikes and infrastructure across 10 communities. Together, these programs demonstrate our ability to manage public facing mobility systems that require strong stakeholder coordination, phased growth, reliable operations, and long term program sustainability. These two systems are the formal project references submitted for Attachment A and found in Appendix C.

Other Major Clients

In addition to the formal reference projects, Drop Mobility has partnered with a wide range of public agencies, universities, and nonprofit organizations to deliver tailored micromobility programs across more than 60+ municipalities in North America. These clients represent a diverse mix of urban, suburban, campus, and regional environments, each requiring a customized approach to system design, operations, and long term sustainability.

Municipal and Regional Programs

Drop Mobility has supported citywide and regional bike share systems that require coordination across multiple jurisdictions and alignment with broader transportation networks. Notable examples include Ride New Haven (CT), a municipally supported system serving downtown and surrounding neighborhoods, and Redwood Bikeshare (CA), a regional program connecting multiple communities across Sonoma and Marin counties. These systems demonstrate our ability to deploy scalable infrastructure, coordinate with public agencies, and support both commuter and visitor travel patterns.

Transit Integrated Systems

Drop Mobility has experience supporting systems that are closely integrated with public transportation networks and regional mobility strategies. Through our work on RideKC Bike (KC), Drop Mobility supported a system connected to the Kansas City Area Transportation Authority, helping align bike share with transit use, first and last mile connectivity, and multi city coordination. These types of deployments demonstrate our ability to position bike share as a seamless extension of existing transportation systems.

Nonprofit and Community Partnerships

We have partnered with nonprofit organizations to deliver equitable mobility solutions

that extend beyond traditional bike share. Through collaborations such as our work with Upward Transitions (OKC), Drop Mobility supports bike lending and workforce mobility initiatives that improve access to employment, education, and essential services. These programs highlight our ability to align operations with community driven goals and funding opportunities.

Across these deployments, Drop Mobility consistently delivers systems that are right sized at launch, adaptable over time, and aligned with each community's transportation and economic development goals.

Areas of Expertise

Drop Mobility brings comprehensive expertise across the full lifecycle of bike share system planning, deployment, and operations. A core strength of our approach is flexibility. We recognize that no single bike share model is appropriate for every city. Each community has distinct transportation goals, geographic conditions, tourism patterns, and funding considerations.

For this reason, Drop works collaboratively with municipal partners to evaluate local needs, define program objectives, and design systems that are tailored to the specific context of the community. This approach emphasizes partnership, transparency, and adaptability, ensuring that each program reflects the priorities of the City and delivers meaningful public value.

Our core areas of expertise include:

- Bike share system planning, implementation, and phased expansion strategy
- E-bike fleet deployment, management, and lifecycle planning
- Hybrid hub-based and docked infrastructure design and installation
- Smart lock and IoT hardware integration with real-time GPS tracking
- Software platform development, including rider applications, operations dashboards, and data reporting tools
- System operations, including fleet maintenance, rebalancing, and customer support
- Community engagement, marketing, and rider education programs
- Sponsorship development and out-of-home advertising partnerships
- Data reporting, performance analytics, and municipal compliance
- Integration with regional mobility networks and multimodal transportation systems

Approximate Number of Staff to be Assigned

Drop Mobility utilizes a flexible and scalable staffing model that aligns with system size, ridership demand, and the operational needs of each community. Rather than assigning a fixed number of staff at the outset, we tailor staffing levels throughout the lifecycle of the program to ensure efficiency, reliability, and cost-effectiveness.

The program will be supported by a combination of experienced centralized leadership and dedicated local personnel responsible for day-to-day operations. Core functions, including program management, customer support, technology oversight, and

performance monitoring, are supported by Drop's national team, while on-the-ground operations such as maintenance, rebalancing, and community engagement are led by locally hired staff.

Drop is committed to hiring locally whenever possible. Upon contract award, we will recruit and onboard a local program manager and field operations staff from within the Hallandale Beach area. Hiring locally ensures that team members have a strong understanding of the community, can respond quickly to operational needs, and build meaningful relationships with local stakeholders.

Our hiring process focuses on identifying candidates with experience in logistics, maintenance, customer service, and community engagement, while also providing comprehensive training through Drop's established onboarding programs. This includes hands-on operational training, safety protocols, system technology, and customer service standards to ensure consistent, high-quality service delivery.

As the system grows, staffing levels will scale accordingly to support increased ridership, expanded service areas, and additional infrastructure. This adaptive approach ensures that the program remains right-sized at all stages while maintaining strong operational performance and responsiveness to the City's needs.

Unique Qualifications

We offer several unique qualifications that distinguish Drop Mobility as a partner for implementing and operating a successful bike share system.

End-to-End Platform Ownership

Drop designs and operates its own fully integrated hardware and software platform. This includes smart locks, IoT systems, rider applications, and operations dashboards. Owning the full technology stack allows us to respond quickly to operational needs, deploy new features efficiently, and maintain system reliability. It also ensures seamless integration with municipal systems and third-party mobility platforms.

Integrated Mobility, Transit, and Payments Connectivity

A core strength of Drop Mobility is our ability to integrate bike share into broader transportation networks. In multiple markets, including our work supporting the RideKC Bike system in the Kansas City region, we have successfully deployed bike share as a first- and last-mile solution that connects directly with transit corridors, bus networks, and regional destinations.

Our systems are designed to complement existing mobility infrastructure by aligning station placement with transit stops, high-traffic corridors, and key destinations such as downtown districts, waterfronts, and tourism areas. Through open data standards such as GBFS and flexible API integrations, Drop enables real-time data sharing and multimodal trip planning across platforms.

In addition, Drop's platform supports flexible payment integrations, including mobile wallets, credit card processing, and the ability to integrate with transit fare systems or third-party payment providers where available. This allows users to access bike share as

part of a broader mobility ecosystem, reducing friction and improving adoption, particularly for first-time and occasional riders.

For Hallandale Beach, this approach supports connections along key corridors such as Federal Highway and Hallandale Beach Boulevard, as well as regional routes linking to Aventura, Hollywood, and surrounding areas. This positions bike share as an easy-to-access extension of the City's broader mobility network.

Flexible Infrastructure Models

Our platform supports docked, hub-based, and hybrid locking systems. This flexibility allows the City to deploy a right-sized network that balances structure, affordability, and scalability while adapting to evolving mobility patterns. It also enables stations to be strategically located near transit stops and high-demand corridors without requiring significant upfront infrastructure investment.

Experience Launching and Revitalizing Systems

Drop has successfully launched new bike share systems and revitalized programs where previous operators exited the market. Our experience stabilizing and growing systems ensures long-term program continuity and strong community adoption, particularly in markets where maintaining service reliability and rebuilding rider trust are critical.

Scalable Fleet Strategy

Our approach prioritizes starting with a manageable fleet and expanding strategically as ridership and sponsorship opportunities grow. This reduces financial risk while allowing the system to evolve into a larger regional mobility network that can integrate with neighboring cities and transit systems over time.

Community-Centered Partnerships

We work closely with municipalities, community organizations, and local sponsors to ensure programs reflect local priorities such as accessibility, equity, and economic development. Our partnerships often include coordination with transit agencies, tourism boards, and local business districts to maximize system impact.

Operational Expertise Across Diverse Markets

With deployments across cities, campuses, and parks, our team understands the operational differences between tourist destinations, commuter-focused cities, and hybrid mobility environments. This experience allows us to design systems that function effectively in mixed-use environments like Hallandale Beach, where tourism, local trips, and regional connectivity all play a role.

Personnel

Our team combines experienced executive leadership, dedicated project management, local operations leadership, and centralized technical and customer support resources. Drop's organizational structure is designed to ensure there is a single accountable system manager, a designated backup, and a direct local point of contact responsible for day-to-day performance.

We bring extensive experience in mobility, logistics, and technology-enabled service delivery. Operational leadership includes personnel with direct experience managing dock-based bike share systems, supervising field technicians and mechanics, coordinating station installation and maintenance, and delivering customer support in high-volume public programs.

With positions not yet hired, Drop has identified interim coverage by senior staff with defined authority and availability, followed by a structured hiring plan aligned with the transition schedule.

Administration Management

Amber Wason – VP Growth & Innovation



Amber Wason leads Drop’s partnerships and project-management portfolio, overseeing the full lifecycle of each contract—from planning and launch through ongoing operations. With experience managing more than 25 contracts nationwide, she specializes in stakeholder coordination, training, marketing, and community engagement. Amber’s career includes founding the e-bike company Riide.com, advancing car sharing at Flexcar as Director of Marketing, and helping launch DC Circulator. Her deep knowledge of public–private partnerships ensures that every Drop program aligns with local goals and delivers measurable community impact.

Operations

Jeff Goodmark – Director of Operations



Owns field performance across all regions - leading our amazing operations teams, setting operational standards, driving KPIs, and ensuring consistent execution across all of our markets. Goodmark oversees fleet management, maintenance, and logistics across all Drops Markets. He directs operations teams to maintain consistent service reliability and safety standards, coordinating fleet deployment schedules and preventive maintenance programs that keep systems performing at their highest level.

Geoff Coats – Director of Special Projects & Ongoing Project Manager



Formerly CEO of Blue Krewe (New Orleans) and General Manager of the JUMP/Uber New Orleans market (1,300+ e-bikes), Geoff Coats brings extensive leadership in large-scale deployments. At Drop, he manages regional operations and field implementation, coordinating with local authorities to ensure regulatory compliance, efficient resource allocation, and proactive maintenance. His prior experience in

branding and design enhances Drop’s system-launch and public-outreach capabilities.

Product Development and Engineering

Jianling Weng – Director of Hardware Engineering



Jianling Weng leads Drop’s hardware development and quality-assurance programs. An experienced embedded-systems engineer, he specializes in IoT integration, GPS-enabled smart locks, and cellular communications. Jianling’s leadership ensures that Drop’s bikes, e-bikes, and stations are engineered for durability, reliability, and interoperability with Metro’s data systems. His focus on continuous product innovation keeps Drop’s hardware portfolio ahead of evolving urban-mobility needs.

Constantine Nam – Director of Software Engineering



Manages the end-to-end software-development process, from product roadmaps to feature delivery. With experience in mobility and aviation software, he leads a team of developers responsible for Drop’s rider app, backend systems, and API integrations. Constantine ensures smooth integration with Metro’s TAP and data platforms, providing real-time performance visibility and secure system management.

Customer Service/Marketing Team

Jake Welch – Director of Customer Success



Jake Welch oversees user experience and customer-service operations, ensuring that every rider enjoys a seamless interaction with Drop’s systems. With prior roles at Uber, Social Bicycles/JUMP, and Zipcar, Jake brings extensive expertise in customer support, member relations, and operational training. He manages service feedback loops and performance reporting, directly supporting Metro’s goals for accessibility and rider satisfaction.

Isabel Meizoso - Marketing/Sponsorship Manager



Isabel is a key member of the Growth team for over three years and is fluent in both English and Spanish. Based in San Francisco, she brings extensive experience in both the procurement and implementation of bikeshare systems across the U.S. In her current role, Isabel leads marketing efforts across Drop's markets, with responsibilities that include securing sponsorships, building partnerships with local organizations, managing campaigns, and coordinating community events. She also spearheads special projects designed to expand access to bikeshare for communities, employers, and large-scale events.

* Full resumes can be found in Appendix A

Principal Contact

Jeff Goodmark – Director of Operations



Own's field performance across all regions - leading our amazing operations teams, setting operational standards, driving KPIs, and ensuring consistent execution across all of our markets. Goodmark oversees fleet management, maintenance, and logistics across all Drop's Markets. He directs operations teams to maintain consistent service reliability and safety standards, coordinating fleet deployment schedules and preventive maintenance programs that keep systems performing at their highest level.

Provide a table of organization, setting forth the positions, functions, and roles to be performed by key staff and sub-consultants.

The supervision model for the Hallandale program is designed to ensure clear accountability, consistent service quality, and rapid issue resolution across all front-line functions, including vehicle deployment, rebalancing, maintenance, and customer service. The model combines a defined supervisory structure with real-time performance monitoring and documented escalation procedures to maintain compliance with contract requirements and City expectations.

Position	Name	Function	Key Roles and Responsibilities
VP Growth & Innovation	Amber Wason	Administration Management	Oversees contract lifecycle including planning, launch, and ongoing program oversight. Leads stakeholder coordination, community engagement, marketing strategy, and training programs. Ensures alignment with City goals and manages strategic partnerships.
Director of Operations / Principal Point of Contact	Jeff Goodmark	Operations Leadership	Responsible for overall operational performance across all markets. Establishes operational standards, manages fleet logistics, maintenance strategy, and performance metrics. Serves as the primary point of contact for the City and ensures service reliability and safety compliance.
Director of Special Projects & Project Manager	Geoff Coats	Deployment and Project Implementation	Manages system deployment, implementation planning, and operational coordination with local agencies. Oversees launch preparation, regulatory coordination, and ongoing project management to ensure efficient system performance and responsiveness to City needs.
Director of Hardware Engineering	Jianling Weng	Product Development and Engineering	Oversees hardware engineering and quality assurance for bikes, e bikes, and station infrastructure. Ensures reliability of smart locks, IoT systems, GPS tracking, and communications technology while supporting system integration with municipal data platforms.

Position	Name	Function	Key Roles and Responsibilities
Director of Software Engineering	Constantine Nam	Software Systems and Data Integration	Leads development of rider applications, backend systems, and API integrations. Oversees software roadmap, system security, and data reporting capabilities. Ensures seamless integration with City data requirements and real time operational visibility.
Director of Customer Success	Jake Welch	Customer Service and Program Performance	Manages customer support operations, rider experience programs, and operational reporting. Oversees customer feedback channels, service response systems, and performance monitoring to ensure high rider satisfaction and accessibility goals.
Marketing and Sponsorship Manager	Isabel Meizoso	Marketing, Sponsorship, and Community Partnerships	Leads system marketing initiatives, sponsorship development, and community partnerships. Coordinates outreach campaigns, community events, and equity programs while building relationships with local organizations and employers to grow ridership and program visibility.
Local Program Manager	TBD – Local Hire	Local Operations Management	Serves as the City’s on the ground program manager responsible for daily coordination with City staff, oversight of field teams, and operational performance monitoring. Ensures local compliance, supervises rebalancing and maintenance teams, and manages community outreach and issue resolution.

Position	Name	Function	Key Roles and Responsibilities
Local Rebalancing Technician	TBD – Local Hire	Fleet Operations	Responsible for daily fleet redistribution, battery rotation, and parking compliance across the system. Supports maintenance teams, performs basic field repairs, and ensures bikes and stations remain available and properly distributed throughout the service area.

Supervisory Structure and Roles

Drop will operate the program through a local, hierarchical supervision structure that provides direct oversight of daily field operations while maintaining strong coordination with City staff.

At the top of the local structure, Jeff Goodmark serves as the City’s primary point of contact and is accountable for contract compliance, reporting, and performance outcomes. The Operations Manager, will be responsible for day-to-day service delivery, staffing, rebalancing, and execution of operational plans.

Front-line teams are supervised by the operations managers, who manage shift coverage, assign daily tasks, and provide hands-on oversight of deployment, rebalancing, and maintenance activities. Customer service functions are supported by trained support staff operating under defined service-level expectations, with supervisory oversight of Customer Support Coordinators and Managers to ensure timely response and issue resolution. This structure establishes a clear chain of command and ensures that all staff understand their roles, responsibilities, and escalation pathways.

Day-To-Day Oversight and Accountability

Daily operations begin with structured shift briefings led by supervisors, during which performance priorities, deployment targets, and any City-identified issues are reviewed. Supervisors use real-time dashboards and task management tools to assign work, monitor progress, and adjust staffing throughout the day based on demand and system conditions.



Fleet Operations staff and the Customer Support team maintain real-time communication through integrated tools to quickly identify and address maintenance needs, improper parking, safety incidents, and misuse of assets.

Supervisors conduct regular field audits and spot checks to verify that bikes are deployed correctly, maintenance standards are met, and parking compliance requirements are followed. Maintenance and deployment activities are logged in Drop's operations and maintenance management platform, creating a documented record of staff actions and system status.

Performance accountability is reinforced through defined expectations for response times, task completion, and compliance with safety and parking standards. Supervisors review individual and team performance regularly and provide coaching or corrective action when performance falls below expectations.

Performance Metrics and Staff Monitoring

Drop uses measurable performance indicators to monitor both system outcomes and staff effectiveness. Key metrics tied to front-line performance include:

- Fleet availability and uptime
- Response time to service issues and City requests
- Maintenance turnaround time and repeat repair rates
- Parking compliance and right-of-way clearance response times
- Customer support response and resolution times

These metrics are reviewed internally on a daily and weekly basis by supervisors and program management and are summarized in monthly and quarterly reports provided to the City. Trends or recurring issues are flagged early and addressed through targeted staffing adjustments, training, or operational changes.

Issue Identification, Escalation, and Resolution

Issues are identified through multiple channels, including real-time system alerts, customer service tickets, field observations, and City-submitted requests. Drop's escalation framework ensures that issues are addressed at the appropriate level based on severity and impact.

Front-line supervisors are empowered to resolve routine issues immediately. More complex or systemic issues are escalated to the Local Operations Manager or Project Manager for coordinated response and, where appropriate, discussion with City staff. Safety-related or right-of-way issues are prioritized for immediate action.

Corrective actions and resolutions are documented within Drop's tracking systems, ensuring accountability and enabling follow-up during performance reviews or City coordination meetings.

Tools and Systems Supporting Supervision

Drop's supervision model is supported by a suite of integrated tools that provide visibility and accountability across all operational functions, including:

- Real-time fleet monitoring and diagnostics dashboards
- Maintenance management systems logging all service activity
- Task and ticket management platforms for field and customer service issues
- Performance reporting tools aligned with City metrics and contract requirements

These systems allow supervisors and City staff to understand what actions are being taken, by whom, and within what timeframe, supporting transparent and efficient oversight.

Continuous Improvement and Compliance

Supervision at Drop is not limited to enforcement; it is also a mechanism for continuous improvement. Performance data and City feedback are used to identify training needs, refine procedures, and adjust staffing models over time. Regular internal reviews and City check-ins ensure that supervision practices remain aligned with evolving program goals, regulatory requirements, and community expectations.

Drop Mobility's approach to implementing the Hallandale Beach bike share program is centered on delivering a right-sized, low-risk system that can grow alongside the City's mobility goals and The Cloud initiative.

For Hallandale Beach, Drop Mobility proposes launching an initial system consisting of:

- 25 standard pedal bicycles
- 5 Lite mobility hubs located throughout the community

This configuration provides a visible and accessible starting point for the bike share network while allowing the City to evaluate ridership demand, travel patterns, and station performance as the program develops.

The proposed system prioritizes simplicity, speed to deployment, and cost efficiency. By utilizing Lite mobility hubs, the City can avoid the need for significant upfront infrastructure investment while still providing organized and reliable parking locations that support a strong user experience and efficient operations.

Electric-assist bicycles and charging infrastructure are not required as part of the initial deployment but may be introduced as optional components in future phases. Drop Mobility may deploy a limited number of e-bikes during the first year as a pilot to evaluate rider preferences and system performance. This approach allows the City to make data-driven decisions regarding electrification without committing to additional infrastructure or cost at the outset.

Drop Mobility will deliver a fully turnkey system, including equipment, technology platform, installation, operations, and customer support. Based on our experience launching systems across more than 60+ municipalities, the program can be

implemented within approximately 60 to 90 days following contract execution, subject to permitting and site approvals.

This phased and flexible approach ensures that the City can launch quickly, minimize upfront investment, and scale the system responsibly based on real-world usage and community needs.

Pilot Deployment Strategy

The proposed system is intentionally structured as a pilot-scale deployment designed to introduce bike share in a controlled, cost-effective, and data-driven manner.

By deploying a focused network of pedal bicycles supported by Lite mobility hubs, the City can establish an immediate and visible presence while maintaining the flexibility to refine the system based on real-world usage patterns.

This approach is particularly well suited to Hallandale Beach, where travel demand is influenced by tourism activity, seasonal fluctuations, and key corridors such as Hallandale Beach Boulevard, Federal Highway, and connections to nearby destinations including Aventura and Hollywood.

Lite mobility hubs enable the system to be deployed quickly and adjusted over time without the need for permanent infrastructure.

This allows the City and Drop Mobility to evaluate:

- High-demand locations across the service area
- Trip patterns between residential areas, commercial districts, and the beachfront
- Station performance and rebalancing needs

Electric-assist bicycles may be introduced in a limited capacity during the first year as an optional pilot component. This allows the City to assess rider preferences, trip length, and demand for electrified mobility without requiring long-term infrastructure investment or additional upfront cost.

This pilot strategy reduces implementation risk by:

- Avoiding over-investment in infrastructure before demand is validated
- Allowing station locations and fleet mix to be refined based on actual usage
- Providing flexibility to expand in phases aligned with funding and sponsorship opportunities

Through this approach, Hallandale Beach can establish a strong foundation for bike share while ensuring that future system growth is informed, strategic, and aligned with community needs.

Discovery and Planning

Following contract execution, Drop Mobility will initiate a structured discovery and planning phase to finalize system design and prepare for deployment. This phase

establishes alignment between the City and Drop Mobility while defining key decisions, timelines, and the operational framework required for a successful launch.

During this period, Drop Mobility will work closely with City staff to identify and confirm the initial network of Lite mobility hub locations. This includes conducting site feasibility assessments, reviewing right-of-way considerations, and evaluating key travel corridors such as Hallandale Beach Boulevard, Federal Highway, and connections to nearby destinations including Aventura and Hollywood. These efforts ensure that the system is positioned to support both daily mobility needs and tourism activity.

In parallel, Drop Mobility will configure the system's operational and technical components. This includes defining the service area, pricing structure, and user experience within the mobile application, while aligning all branding elements with The Cloud initiative. Opportunities for integration with existing and future mobility services will also be evaluated to ensure the system complements the City's broader transportation network.

Operational planning is completed during this phase to ensure readiness for deployment. Drop Mobility will develop a detailed implementation schedule, identify local operational needs such as staging and storage, and establish maintenance, rebalancing, and customer service protocols that will guide day-to-day system performance.

Roles and Responsibilities

We will lead all aspects of system planning, including site analysis, system design, and technical configuration. This includes recommending station locations, configuring the software platform, and developing the implementation timeline and operational plan.

The City of Hallandale Beach will support this phase by reviewing and approving station locations, assisting with permitting and right-of-way coordination, and providing input on branding and community priorities. The City will also support stakeholder coordination to ensure alignment with local initiatives.

Phase Deliverables

At the conclusion of the Discovery and Planning Phase, the City will receive a complete and actionable deployment plan, including:

- Finalized station locations and confirmed system layout
- Detailed system configuration, including fleet composition and service area
- Branding alignment with The Cloud initiative
- A finalized implementation schedule
- A comprehensive operational plan, including maintenance, rebalancing, and customer service protocols

This structured approach ensures that all key decisions are made early in the process, reducing implementation risk and enabling a smooth transition into procurement and deployment.

Procurement and Testing

Drop Mobility will initiate procurement and system preparation to ensure all equipment and technology components are ready for deployment.

We utilize an established and reliable supply chain to source bicycles, Lite mobility hubs, and system components. All equipment is assembled, configured, and quality-checked prior to delivery to ensure consistency and reduce on-site installation time. This standardized approach, refined through deployments in more than 60+ municipalities, enables Drop Mobility to deliver systems efficiently and with a high degree of reliability.

Once equipment is received locally, Drop Mobility will begin system setup and testing. This includes configuring bicycles and smart lock technology, verifying GPS connectivity, and ensuring full integration with the rider application and operations platform. Each component of the system is tested to confirm proper functionality prior to launch.

In parallel, Drop Mobility will train local operations staff on all aspects of system management, including bicycle maintenance, rebalancing procedures, and customer support protocols. This ensures the system is fully supported from day one of operations.

Prior to public launch, Drop Mobility will conduct a controlled soft launch period to validate system performance under real-world conditions. This allows for final adjustments, ensures all equipment is functioning as intended, and provides an opportunity to address any issues before full public rollout.

This structured procurement and testing process minimizes implementation risk and ensures that the system is fully operational, reliable, and ready to serve the community at launch.

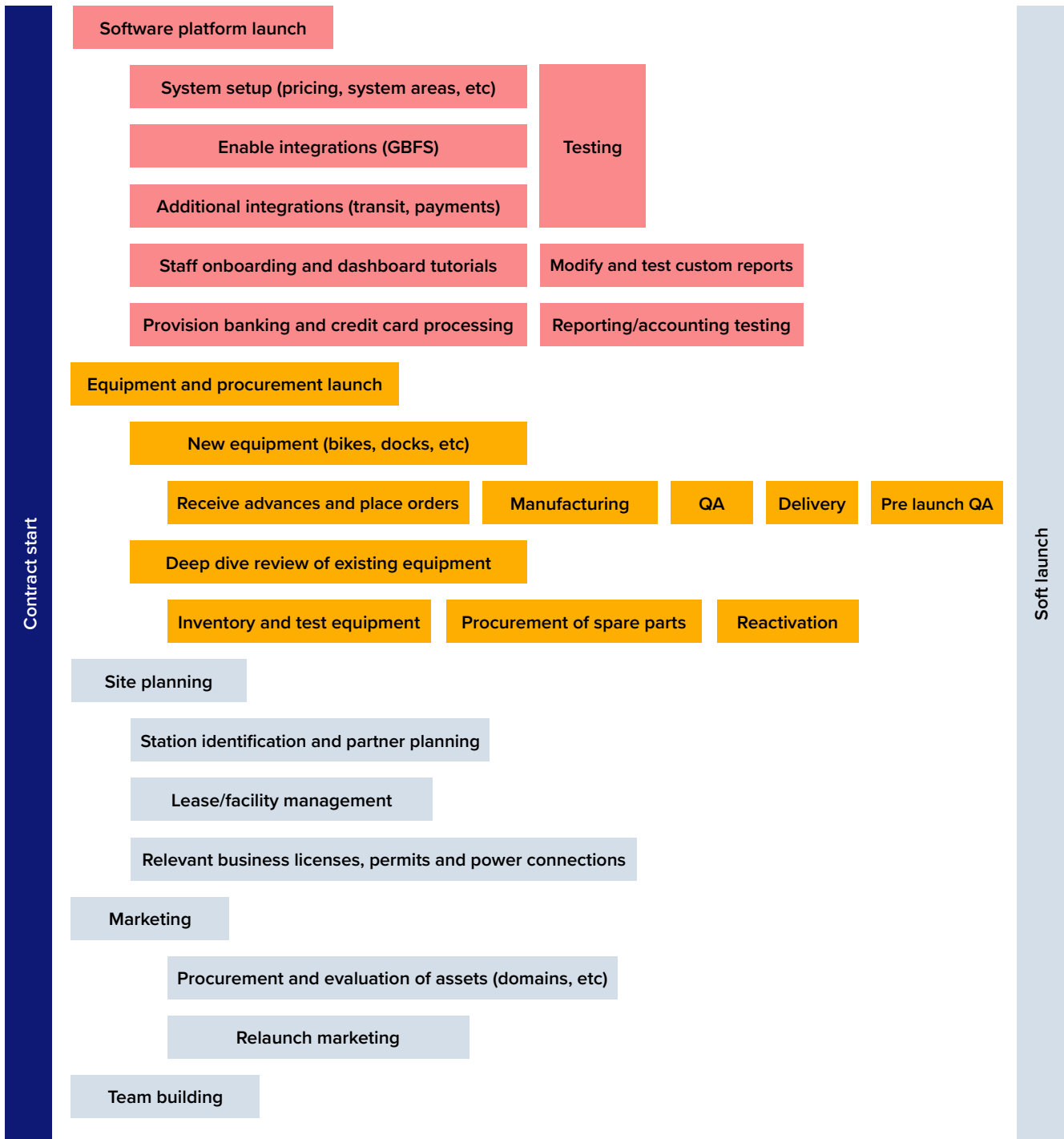
Deployment and Training

Following procurement and system testing, Drop Mobility will initiate on-site deployment and installation in coordination with the City of Hallandale Beach. This phase focuses on efficiently installing Lite mobility hubs, deploying bicycles, and preparing the system for public use.

Due to the use of Lite mobility hubs, installation can be completed quickly and with minimal disruption to the public right-of-way. These hubs do not require heavy construction or permanent infrastructure, allowing for rapid placement in approved locations and the flexibility to make adjustments over time as ridership patterns evolve.

Drop Mobility will coordinate closely with the City to confirm site readiness, finalize placement locations, and ensure all permitting and right-of-way requirements are satisfied prior to installation. This collaborative approach ensures that deployment aligns with City standards while maintaining an efficient project timeline.

Once locations are confirmed, we install all hubs and deploy bicycles across the system. Each location will be reviewed to ensure proper placement, visibility, and accessibility. Field testing will be conducted to confirm that bicycles, locking mechanisms, and GPS connectivity are functioning correctly.



This deployment approach is designed to support key corridors and destinations throughout Hallandale Beach, including areas along Hallandale Beach Boulevard, Federal Highway, and connections to nearby regional destinations. Placement will prioritize visibility, ease of use, and integration with existing mobility infrastructure.

By utilizing a streamlined installation process and maintaining close coordination with the City, Drop Mobility ensures that the system is deployed efficiently, meets all local requirements, and is fully prepared for launch.

System Launch

Upon completion of installation and final system validation, Drop Mobility will initiate the public launch of the Hallandale Beach bike share program. This phase focuses on activating the system, generating early ridership, and establishing a strong and visible presence throughout the community.

Drop Mobility will coordinate with the City to align the launch with The Cloud initiative, ensuring consistent branding across bicycles, hubs, and the rider experience. The system will be introduced as an integrated component of the City's broader mobility network, reinforcing its role in supporting both residents and visitors.

To support a successful launch, Drop Mobility will implement a targeted outreach and activation strategy designed to drive awareness and encourage early adoption. This includes digital promotion, on-the-ground engagement, and coordination with local partners to introduce the system to key user groups.

Launch efforts will focus on:

- Promoting the system along key corridors such as Hallandale Beach Boulevard and the beachfront
- Engaging local businesses and tourism partners
- Encouraging first-time ridership through promotions and community visibility

Drop Mobility will closely monitor system performance during the initial launch period, allowing for rapid adjustments to operations, station placement, and fleet distribution as needed.

This structured launch approach ensures that the system begins with strong visibility, immediate usability, and a clear connection to the City's mobility and tourism goals, setting the foundation for long-term success.

Year One Data Collection and Program Evaluation

A key component of the proposed program is a structured approach to data collection and performance evaluation during the first year of operation. This initial period is designed to provide the City of Hallandale Beach with clear insights into how the system is being used and where future opportunities for refinement and expansion may exist.

As part of this approach, the program may incorporate a limited e-bike pilot during the first year. This pilot is intended to evaluate the role of electrified mobility within the system, including how e-bikes influence trip behavior, ridership patterns, and overall system usage. Positioning e-bikes in this way allows the City to assess their impact before making longer-term investment decisions.

Throughout the first year, Drop Mobility will collect and analyze key performance metrics, including:

- Ridership levels
- Trip distance and duration
- Hub and location demand

- Rider preferences between pedal bicycles and e-bikes
- Peak travel periods and frequently used routes

These insights will be shared with the City through regular reporting and review, providing a clear understanding of system performance and user behavior.

This data-driven approach supports informed decision-making and allows the City to guide future phases of the program with confidence. By evaluating real-world usage, Hallandale Beach can determine the appropriate mix of infrastructure, fleet composition, and potential integration of e-bikes as the system evolves.

Future System Expansion

Building on the data and insights gathered during the first year of operation, Drop Mobility will work with the City of Hallandale Beach to evaluate and define the next phase of the bike share program. This process ensures that future expansion is guided by actual ridership patterns, user preferences, and system performance rather than assumptions.

As the program evolves, the system can be expanded in several ways to better serve the community and support growing demand. This may include increasing the number of pedal bicycles in high-use areas, introducing e-bikes as an optional enhancement, or developing a mixed fleet that reflects how riders are using the system. Each of these pathways allows the City to refine the program based on real-world usage and community needs.

Infrastructure can also be expanded to support system growth. Additional Lite mobility hubs may be introduced in new locations or to strengthen coverage in high-demand areas, while electrified charging infrastructure can be considered if and when the City determines there is a need to support a broader e-bike deployment.

As the system expands, there is also an opportunity to strengthen connections beyond Hallandale Beach and further integrate with the broader regional mobility network. The program can be extended along key corridors, including Federal Highway, Hallandale Beach Boulevard, Three Islands Boulevard, and the A1A coastal route, supporting connections to nearby communities such as Aventura, Hollywood, Dania Beach, and Sunny Isles Beach. In addition, the bike share system can integrate with The Cloud mobility concept by serving as a first- and last-mile connection to future transit services, including the Cloud bus system and other public transportation options. This creates a more seamless and connected travel experience, allowing riders to transition easily between bike share, transit, and pedestrian infrastructure.

This phased approach allows Hallandale Beach to expand the system in a measured and intentional manner, aligning future investments with demonstrated demand, available funding opportunities, and the City's broader transportation goals.

Roles and Responsibilities

Drop Mobility will serve as the program operator and technology provider, responsible for the implementation, management, and day-to-day operation of the bike share system. This structure provides the City of Hallandale Beach with a single accountable partner overseeing system performance, reliability, and user experience.

Drop Mobility responsibilities include:

- Bicycle procurement, fleet deployment, and system launch
- Installation, maintenance, and adjustment of Lite mobility hubs
- Operation and management of the technology platform, including the rider mobile application
- Ongoing fleet maintenance, inspections, and rebalancing
- Customer service, rider support, and issue resolution
- System performance monitoring, data analysis, and reporting to the City

The City of Hallandale Beach will support the program through:

- Coordination of hub locations, site approvals, and right-of-way access
- Promotion of the program through City communication channels and initiatives
- Collaboration on sponsorship opportunities and community partnerships
- Integration with broader transportation planning efforts, including The Cloud mobility initiative

Through this coordinated approach, Drop Mobility and the City will establish a well-managed and responsive bike share system that supports mobility, tourism, and community connectivity throughout Hallandale Beach.

Operations and Support

When you partner with Drop Mobility, you leverage our team's combined decades of experience operating some of North America's largest and most successful bike share systems. We offer an end-to-end micromobility solution that can range from serving as a turnkey operator to supporting a third-party operator, and everything in between, all with the goal of delivering an effective and reliable bike share system.

We work closely with stakeholders to understand existing capabilities and identify any gaps in service. This includes, but is not limited to, planning, hiring, workshop setup and design, rebalancing and charging operations, bicycle maintenance, rider customer service, marketing, public relations, and communications.

Our system is built around ensuring smooth and efficient operations, developed by operators with real-world experience. In addition to leveraging our robust platform, including an administrative web dashboard and mobile operations app, all local operations staff are supported by Drop's centralized Operations team. This includes live and remote hardware and software training, on-site installation and deployment support, ongoing site visits for training and maintenance, a dedicated senior account manager, and direct access to our technical engineering team.

Customer Service

At Drop Mobility, our in-house support team understands the importance of timely and effective customer service. Micromobility depends on simplicity and speed, and we make every effort to ensure that the rider experience reflects these principles.

Riders can contact support through in-app messaging, email, or phone. Our support team is trained and experienced in handling rider onboarding and education, billing inquiries

and dispute resolution, and on-trip issue management, including parking compliance and trip-related concerns.

The support team also works closely with field operations staff to support fleet management and provide proactive rider outreach related to parking education and system use.

Drop Mobility responds to approximately 70 percent of customer inquiries within 15 minutes, with an overall service level agreement (SLA) of 14 hours, based on operating hours from 8:00 AM to 7:00 PM MST.

In addition to our remote support team, we are willing to hire a local customer service associate who has a strong understanding of the Hallandale Beach community to further enhance responsiveness and local engagement.

In cases of emergencies, we will be able to provide a hotline to reach the local operations team members. Local residents will also have clear lines of contact in order to report issues with the parking or riding of our vehicles. Our support team can use these reports to manage vehicle relocation and rider education or removal from service.

Sample Pricing Structure

With a heavy emphasis on collaboration and partnership rather than forcing our model on cities, Drop works with partner communities in order to determine the most effective pricing options for ensuring equitable access and sustainability of the program. We work with partners to find ways to engage different geographic and demographic consumers, including students, older adults, lower-income residents, neighborhoods of color, women, non-bikers, non-English speakers, and other traditionally underserved populations.

This pricing structure can be modified based on our conversations and engagement with partners during the planning and discovery phase.

Category	Pricing (English)	Precio (Español)
Pay as You Go	\$1 to unlock + \$0.15 per minute	\$1 para desbloquear + \$0.15 centavos por minuto
Memberships	\$25 per month, \$100 annual	\$25 al mes, \$100 al año
Passes	\$20 for a 24-hour pass, subsidized weekly & seasonal passes	\$20 por un pase de 24 horas; pases semanales y de temporada subsidiados.

Equitable Access

Access to mobility is a key component of advancing equity. In every market where Drop Mobility operates, we implement a comprehensive equity program tailored to local community needs. We begin by working directly with City leadership and community stakeholders to define program goals, establish eligibility criteria, and design an approach that aligns with local priorities.

In collaboration with the City of Hallandale Beach, Drop Mobility will develop an equity membership program that enables eligible riders, such as those participating in programs like SNAP or Medicaid, to access reduced-cost memberships and free daily ride time. This approach ensures that the system remains accessible to residents who rely on affordable transportation options.

We believe subsidized memberships are essential to making bike share available to those who need it most. A strong example of this approach is our “Blue Bikes for All” program in New Orleans, where eligible participants pay a reduced monthly fee and receive free daily ride time. This model has proven effective in expanding access while maintaining strong system usage.

In addition to pricing-based equity programs, Drop Mobility incorporates operational strategies to support equitable access. This includes the creation of equity zones with targeted vehicle distribution and real-time data tools that allow operations teams to monitor availability and ensure consistent service levels across priority areas.

BLUE Bikes for All

Blue Bikes offers reduced fares for New Orleans residents who use Louisiana Purchase (S/NAP) or Medicaid.

[See if I qualify](#)

Our equity programs are designed to address a range of access barriers, including:

- **Users without smartphones**
Riders can access the system through text-based or code-based unlock options using a standard mobile phone. These programs may include pre-registration, identity verification, and alternative payment methods.
- **Unbanked users**
Drop Mobility can support RFID or NFC card access, allowing users to unlock

bikes without a credit card. These cards can be distributed or purchased through partner organizations or local retail locations.

- **Cash payment options**

Ride access can be provided through prepaid codes or retail partnerships, enabling users to pay with cash through approved community partners or participating locations.

- **Low-income riders**

Discounted membership programs will be offered in coordination with the City, providing reduced monthly rates and free daily ride time for eligible participants.

Drop Mobility has successfully implemented these programs in multiple markets, including New Orleans, and will work closely with the City of Hallandale Beach to ensure the system is inclusive, accessible, and responsive to community needs.

Branding & Marketing

Drop Mobility will implement a comprehensive branding and marketing strategy designed to build awareness, drive ridership, and establish the bike share system as a visible and valued part of the Hallandale Beach community. All branding will align with The Cloud initiative to ensure a cohesive and recognizable identity across the system.

Pre-Launch

During the pre-launch phase, Drop Mobility will focus on building awareness and anticipation for the program.

- **Brand Development**

Collaborate with City stakeholders to design and implement branding that reflects the community and aligns with The Cloud identity.

- **Comprehensive Marketing Plan**

Develop a year-long marketing strategy in coordination with the City to align goals, messaging, and outreach efforts.



- **Local Media Partnerships**
Coordinate with local newspapers, radio stations, and television outlets to announce the program launch and highlight its benefits.
- **Early Registration Promotions**
Offer discounted memberships or incentives for users who sign up prior to launch.
- **Social Media Campaigns**
Launch teaser campaigns showcasing bikes, hubs, and branding, including countdowns to build excitement ahead of launch.

Launch

The launch phase will focus on generating immediate visibility and encouraging first-time ridership.

- **Launch Event**
Host a ribbon-cutting event with City officials, community partners, and local media, including activations such as live music, helmet giveaways, and demo rides.
- **Free Ride Campaign**
Offer free first rides to encourage app downloads and initial system use.
- **Membership Giveaways**
Provide promotional giveaways, including free memberships, to drive early engagement.

Post-Launch

Following launch, Drop Mobility will maintain momentum through ongoing outreach and engagement.

- **Employer and Institutional Outreach**
Engage local employers, hotels, and institutions to develop partnerships and potential sponsorship opportunities.



- **Local Business Partnerships**
Collaborate with businesses on joint promotions, discounts, and co-branded campaigns.
- **Seasonal and Event-Based Campaigns**
Offer promotional rides or discounts tied to holidays, local events, and tourism activity.
- **Community Events and Programming**
Host and participate in local events such as festivals, group rides, safety trainings, and farmers markets.
- **Print and Physical Marketing Materials**
Distribute flyers and informational materials at community centers, events, and local businesses.
- **Digital and Social Media Engagement**
Maintain an active presence across social media platforms to share updates, highlight rider stories, promote events, and encourage community interaction through contests and giveaways.



Cost Proposal

Drop Mobility approaches system pricing with a strong emphasis on collaboration, partnership, and long-term program sustainability. Rather than applying a one-size-fits-all pricing model, we work closely with each partner community to design a structure that aligns with local goals, funding realities, and rider needs. Our goal is to ensure that the program is both financially sustainable and broadly accessible from day one.

In line with this approach, the pricing framework presented in this proposal is intended as a starting point for discussion and refinement. We propose an initial, right-sized deployment of 25 standard bikes supported by a 5 lite hubs (stations), allowing the City to establish a strong operational foundation while evaluating ridership patterns and community adoption.

As ridership demand and budget availability increases, the system can expand to include electric infrastructure including e-assist bikes and electric charging docks. This phased approach reduces upfront risk while creating a clear pathway for future expansion.

The cost information provided below outlines a representative capital and operating structure for this system; however, Drop remains flexible in offering alternative models, including sponsorship integration and other creative financing solutions. As we advance through the planning and discovery process, we will work collaboratively with the City and stakeholders to refine a pricing structure that aligns with program goals, budget considerations, and long-term success.

Category	Year 1	Optional renewal Year 2	Optional renewal Year 3	Optional renewal Year 4	Optional renewal Year 5	Optional renewal Year 6
Bike & Stations	\$30,000	\$30,000	Expansion only	Expansion only	Expansion only	Expansion only
Labor & Staffing	\$16,000	\$16,000	\$16,000	\$16,000	\$16,000	\$16,000
Service & Rebalancing Vehicles	\$ -	\$ -	\$5,000	\$5,000	\$5,000	\$5,000
Software Mobile App & Backend	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500
Wireless Connectivity	Included	Included	Included	Included	Included	Included

Maintenance, Repairs & Parts	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000
Administration & Program Management	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
TOTAL	\$63,700	\$63,700	\$38,700	\$38,700	\$38,700	\$38,700
SIX YEAR TOTAL (EVALUATION PURPOSES)	\$282,200					

Notes:

- Revenue sharing arrangements available based on mutual discussions. Revenue can be used to offset costs.
- Lower capital costs may be achieved through utilizing existing City infrastructure.
- Lower operations costs may be achieved through utilizing existing City staffing and/or workshop space.

Previous Experience and References

Shift Bike – Eagle County (Vail/Avon/EagleVail/Edwards), CO

Shift Bike is a regional, fully electric bike share system serving Vail, Avon, EagleVail, and Edwards in Eagle County, Colorado. Relunched in June 2022 after Drop Mobility was awarded the contract, the program is a publicly supported, hub-based system that has successfully scaled from a pilot deployment into a robust regional mobility network.

The participating towns, in partnership with Eagle County, worked with Drop Mobility to lead system planning, deployment, and ongoing operations. The program is designed to balance the needs of local commuters and visitors, with pricing structures and equity memberships tailored to support both daily transportation and tourism activity. Supported by local sponsorships and public funding, the system has achieved strong adoption, with more than 3,000 riders in its second year of operation.

Fleet and Hub Distribution by Municipality:

- **Vail**
One of the founding municipalities in 2022, Vail now hosts the largest share of the system, with approximately 80 e-bikes and 16 hubs.
- **Avon**
A founding partner, Avon operates approximately 35 e-bikes across 9 hubs.
- **EagleVail (Metro District)**
Also launched in 2022, EagleVail currently supports approximately 15 e-bikes and 3 hubs.
- **Edwards (Metro District)**
Added in 2023, Edwards has expanded to approximately 25 e-bikes and 5 hubs.

Across the network, this results in a total of approximately 155 e-bikes and 33 hubs. The system has grown rapidly from an initial deployment of 90 bikes and 20 hubs in its first year to its current scale, demonstrating the effectiveness of a phased and data-driven expansion strategy.

Relevance to Hallandale Beach:

- **Regional Collaboration**
Multiple jurisdictions partnered to fund and operate a connected system across Eagle County. This model aligns with Hallandale Beach’s opportunity to connect with neighboring communities such as Aventura and Hollywood.
- **Vendor-Managed Operations**
Drop Mobility provides full system operations, including fleet management, maintenance, and technology, ensuring consistent performance even in challenging environments.
- **Phased and Scalable Growth**
The system began with a right-sized pilot and expanded based on ridership demand and funding availability. This mirrors the proposed approach for Hallandale Beach.
- **Integration with Transportation and Recreation Networks**
The system supports first- and last-mile connections, including along the Eagle Valley Trail, while contributing to broader sustainability and climate goals.

Pioneer Valley, MA – ValleyBike Share

ValleyBike Share is a regional, electric bike share system serving communities across the Pioneer Valley in Western Massachusetts. Relunched in August 2024 after Drop Mobility was awarded the contract, the program is a publicly supported, hub based system that brought a legacy regional network back into service while beginning a phased transition to newer Drop technology. The relaunch combined 300 existing bikes with 50 new Drop e-bikes, and by September 2025 the system featured approximately 400 existing bikes and 75 Drop e-bikes across 10 communities.

Regional Coverage by Community:

- **Northampton**
Northampton serves as the lead municipal partner for the regional system and has played a central role in grant administration, partner coordination, and long term expansion planning.
- **Amherst and UMass Amherst**
Amherst and UMass Amherst are major anchors in the ValleyBike network and important ridership centers within the broader regional system. Both were included in the 2024 relaunch and remain part of the phased technology upgrade process.
- **Springfield, Holyoke, West Springfield, Chicopee, Easthampton, South Hadley, and Westfield**
These communities form the broader regional network, demonstrating ValleyBike's ability to operate across multiple municipalities under one coordinated service model. The regional partnership expanded further in 2025 with the addition of Westfield.

Across the network, this results in a system of approximately 475 bikes across 10 communities. ValleyBike demonstrates Drop Mobility's ability to relaunch a legacy public bike share system, repurpose existing assets, and expand service in phases as funding and community participation grow.

Relevance to Hallandale Beach:

- **Regional Collaboration**
Multiple municipalities and institutional partners work together to support and govern one connected regional system. This model aligns with Hallandale Beach's opportunity to build a system that can eventually connect with neighboring communities and activity centers.
- **Vendor Managed Operations**
Drop Mobility was selected to bring ValleyBike back into service and support the system's modernization, demonstrating the company's ability to stabilize public programs, integrate legacy assets, and manage ongoing operations within a multi partner environment.
- **Phased and Scalable Growth**
The system relaunched with a right sized initial deployment and is expanding over time through additional bikes, upgraded hubs, and new community participation. This mirrors the proposed approach for Hallandale Beach, where a manageable initial system can grow based on ridership demand and future funding.
- **Integration with Mobility and Community Goals**
ValleyBike's expansion strategy includes first and last mile connections to PVRTA bus routes, stations near affordable housing and employment hubs, reduced cost memberships for lower income riders, and sponsorship development to support long term sustainability. These elements are directly relevant to Hallandale Beach's mobility, access, and program sustainability goals.

Local Vendor Preference

Drop Mobility does not currently qualify for Local Vendor Preference status as defined by the City, as the company's principal business address is not located within the required geographic area and therefore the requested documentation dated one year prior to the proposal due date is not available.

While Drop Mobility is not a local vendor under the City's definition, our operational model prioritizes establishing a local operational presence in every community where we operate. If selected for this project, Drop Mobility intends to secure a local warehouse or storage facility within the region to support fleet storage, maintenance, and operational logistics.

Additionally, the program will prioritize local hiring for key operational roles, including a local program manager and field technicians responsible for rebalancing, maintenance, and daily fleet operations. Establishing this local team ensures responsive service, strong coordination with City staff, and direct economic benefit to the community.

Appendix A (Resumes)

Amber Wason

DROP MOBILITY, VP GROWTH & INNOVATION SEPTEMBER, 2021 - PRESENT

- Lead government relations, partnerships, and growth efforts, managing stakeholders across various sectors.
- Ensure company meets revenue and market growth targets, overseeing existing market success and expanding into new verticals.
- Provide operational leadership, reporting to co-founders, and driving strategies in various areas including HR, brand, communications, sales, and growth.
- Develop and implement scalable company processes, including HR, brand creation, CRM implementation, and internal communications.
- Led growth with 10x increase in annual recurring revenue, and 10x increase in the number of markets.

DROP MOBILITY, VP OPERATIONS & INNOVATION, FEB 2021 - SEP 2021

- Joined as the 4th employee, overseeing all company aspects including government relations, customer management, growth, and revenue.
- Managed new market launches, operations, partnerships, and introduced new business verticals and products.

RIDE, CO-FOUNDER & COO, 2013 - 2021

- Co-founded and led a venture-backed electric bike company, from inception to acquisition.
- Developed, manufactured, and drove growth through innovative sales channels.
- Led product development, sales, and strategic partnerships.
- Managed team, raised capital, and oversaw expansion efforts.

REALTOR®, ENTREPRENEUR, MARKETING EXECUTIVE, 2008 - 2013

- Contracted marketing roles for various companies and founded electric vanpool company RideBliss.
- Became top-selling real estate agent and founded NearMetro.com to help clients find transit-oriented homes.

FLEXCAR, MARKETING MANAGER, 2007 - 2008

- Developed marketing strategy, managed street team, and redesigned promotional swag.
- Designed and implemented national advertising campaigns and developed key partnerships

URBANTRANS CONSULTANTS, MARKETING & OUTREACH 2006 - 2007

- Continued marketing contract for the DC Circulator including various transportation projects

DOWNTOWN DC BID, TRANSPORTATION INTERN 2006

- Supported the Director of Transportation, including the launch of the DC Circulator.

THE GEORGE WASHINGTON UNIVERSITY

BA in Business Administration

INNOVATION & TECHNOLOGY INCLUSION COUNCIL, 2014 - PRESENT

Serve District of Columbia Mayor, providing policy recommendations for inclusive growth of innovation and tech economy. Chair of Entrepreneurship Subcommittee.

Geoffrey Coats

DIRECTOR OF SPECIAL PROJECTS AND LAUNCHES, DROP MOBILITY, 2024 - PRESENT

- Responsible for ensuring the success of mission critical projects.
- Designed and implemented robust project management processes and procedures for Drop's launch team which are repeatable and scalable.
- Leading improvements in cross functional communication and collaboration to improve customer outcomes.

CEO, BLUE KREWE, 2019 - 2024

- Founded nonprofit to manage and operate bike share and return Blue Bikes to New Orleans following the unexpected exit of the previous managing entity.
- Negotiated CEA with City of New Orleans naming Blue Krewe the managing entity for bike share in New Orleans.
- Secured title sponsorship deal with Blue Cross and Blue Shield of Louisiana to provide operational funding.
- Created a partnership with Drop Mobility to deliver a new fleet of e-assist bikes and software platform.
- Launched on schedule and under budget.

GENERAL MANAGER, BLUE BIKES (UBER / JUMP), 2018 - 2019

- Ensured program success as measured by ridership, cost control, and revenue growth.
- Managed the P&L, developed and implemented the business strategy, and optimized for operational efficiency.
- As the senior client, sponsor, and community facing representative in New Orleans, maintained strong, productive relationships with our sponsors, with the City of New Orleans, and with our operations subcontractors partners.

GENERAL MANAGER, BLUE BIKES (SOCIAL BICYCLES), 2017 - 2018

- Built and scaled first bike share system in the City of New Orleans and the largest operational launch to-date for Social Bicycles.
- Developed all management and operations systems needed for success.
- Built successful operations team from 2 to 28 employees.

CEO & OWNER, LINE 58 BRANDING & WEB DESIGN, 2011 - 2017

MANAGING PARTNER, ZANDE+NEWMAN DESIGN, 2001 - 2011

EDUCATION

- James Madison University, Bachelor of Science. Communications
- James Madison University, Master of Arts. History
- Indiana University Graduate School, Master of Arts

CERTIFICATIONS AND AWARDS

- Harvard Business School, Executive Education at Uber with focus on leadership and culture.
- Goldman Sachs 10,000 Small Businesses

Dylan Baker

Dependable transportation industry professional, with an eye for detail and a knack for problem solving; more than six years of managerial and operational experience with top-tier bike share groups; extensive experience in bicycle building, maintenance and repairs, as well as in retail sales and service; formally trained and certificated bicycle mechanic.

DROP MOBILITY, REGIONAL OPERATIONS - WEST 2022 - PRESENT

- Manage operations of all markets within region
- Lead logistics pertaining to launching and operating new markets including hiring & training of personnel
- Develop and implement standard operating procedures, identify gaps rectify with scalable processes
- Oversee a local warehouse of equipment, work closely with logistics to receive & fulfill parts orders
- Supply technical and physical support to clients and third party operators

CYCLEHOP, REGIONAL OPERATIONS MANAGER 2015 - 2022

- During my time at CycleHop, I was promoted through several roles, each with increasing responsibility. I served as Regional Operations Manager (Sep 2018 – Mar 2022), Regional Fleet Manager & Shop Operations (May 2018 – Sep 2018), Fleet Manager & Shop Operations (Apr 2016 – May 2018), and Mechanic (Oct 2015 – Apr 2016).
- Managed personnel and vehicle fleets across multiple locations, ensuring proper maintenance of assets, and overseeing data reporting for fleet usage.
- Led team of Field Technicians & Mechanics, developed SOPs, maintained inventory and vendor relationships, and worked closely with city officials on infrastructure and station installations.
- Responsible for hiring, training, payroll management, and logistics for special events.

ZAGSTER BIKESHARE, BICYCLE MECHANIC 2018 - 2020

- Performed equipment assessments and completed necessary repairs; implemented preventative maintenance plans to ensure optimal performance
- Assembled and transported bikes as required; managed inventory of spare parts to maintain operational efficiency
- Assisted users with bike rentals, providing excellent customer service; responded promptly to dispatched issues, ensuring minimal downtime for the fleet.

PERFORMANCE BICYCLE, BICYCLE MECHANIC 2014 - 2016

- Performed bike repairs for scheduled appointments and walk-in customers; assembled new bikes for display and sale
- Assisted customers in selecting bicycles and related accessories, ensuring proper bike fitting
- Placed special orders for shop inventory and individual customers
- Received over 100 sales recognition badges for excellence in membership and service package sales.

EDUCATION

- United bicycle institute Certificates: (1) Professional Repairs & Shop Operations (2) Advanced Mechanics (3) DT Swiss Professional Wheel Building
- Bike U Certificate: Master Mechanic
- Lakewood high school diploma

Jake Welch

SUMMARY

Results-driven Ops Manager with over 5 years of supervisory and business management experience. Skilled in developing strategies to drive processes, build C-suite relationships, and create positive organizational cultures. Proficient in program support, crisis management, and operational feedback.

DROP MOBILITY, CUSTOMER SERVICE MANAGER, JUNE 2021 - PRESENT

- Design and manage support solutions for multi-tiered customer base
- Oversee hiring, training, and management of internal support staff
- Provide administrative and strategic value to internal and external parties
- Establish operations processes and drive team growth

UBER/JUMP, SENIOR CENTRAL OPS MANAGER, AUG 2019 - APR 2020

- Managed special projects team for fleet support and administration
- Co-led Project Tandem, focusing on incident handling procedures
- Developed and finalized business standards, improving operational efficiency
- Increased processed vehicles involved in accidents and bike audit completion

UBER/JUMP, CENTRAL OPS MANAGER, JAN - AUG 2019

- Managed special projects team for central operations
- Led transition of support requests to JIRA, reducing operational costs
- Collaborated with Customer Support teams to improve reporting channels

SOCIAL BICYCLES/JUMP, CUSTOMER SERVICE MANAGER, MAY - AUGUST 2018

- Established national customer support center from scratch
- Developed processes for fleet assistance and user support tracking
- Generated reports to meet operational permit requirements

ZIPCAR, SENIOR MEMBER SERVICE SPECIALIST, 2011 - 2017

- Administered quality assurance for member service operations
- Managed local business accounts and handled escalations
- Developed policies and procedures to improve efficiency

UNIVERSITY OF OREGON

BA in English

Jianling Weng

Experienced Software Engineer with expertise in research and development across various industries including medical devices, automobile electronics, telecommunication, IoT, and industrial control. Proficient in C/C++ programming, ARM, PIC, Cypress PSoC, Ti, and more. Skilled in software/hardware integration, troubleshooting/debugging, & smart/SIM card protocols.

DROP MOBILITY, MANAGER HARDWARE ENGINEERING, 2014 - PRESENT

Integrating GPS trackable smart bicycle locks and e-scooter IoTs into public bike sharing systems. Developing IoT interfaces, cloud server programming, database SQL queries, and web admin pages. Proficient in Visual Studio Code, Node.js, React-Native, Flutter/Dart, and Python.

CONSULTANT, 2014 - PRESENT

- Managed and developed swimming pool water treatment IoT device from concept to product. Utilized EFM32 (ARM Cortex-M3), ESP8266 WiFi Module, and Simplicity/IAR EWARM for debugging.
- Managed and developed robotic welding control & quality-monitoring device with GUI/HMI. Used TI TMS320C5509 DSP, NXP LPC-1788 (ARM Cortex-M3), and CCS 6.0, KEIL uVision4/IAR EWARM for debugging.
- Designed infrared camera processing & Bluetooth app using Microchip PIC32MX, Cypress PSoC/ProC BLE, and MPLABX ReallICE, MATLAB, PSoC Creator for debugging.
- Programmed industrial sensing and communications embedded firmware using Freescale MC9S12C and HCS12 Assembler for debugging.

ROOMILY INC., SENIOR EMBEDDED ENGINEER, 2012 - 2014

Developed dual-port GSM/UICC SIM card application using Microchip PIC18F87K90 or PIC18F67K22 and MPLAB(X) ReallICE with C/Assembly for debugging.

EMBEDDED SENSE INC., SENIOR EMBEDDED ENGINEER, 2008 - 2013

Developed sub-1GHz RF wireless door control system and smart dimmable MR16 LED light controller. Conducted EMC/EMI investigation and software reliability analysis using various tools.

VASOGEN INC., TEAM LEADER, ENGINEERING SCIENCES, PRODUCT DEVELOPMENT, 2004 - 2008

Implemented robust PID temperature control algorithm. Performed failure investigations and developed viable solutions. Analyzed clinical data and developed real-time data acquisition systems.

INSTITUTE OF BIOMEDICAL ENGINEERING, THE UNIVERSITY OF LUEBECK, SCIENTIFIC RESEARCHER, 1997 - 2002

Performed clinical data analysis and biomedical signal processing. Developed multi-channel real-time data acquisition systems. Maintained clinical and laboratory information database.

ZHEJIAN MEDICAL UNIVERSITY, DEPARTMENT OF BIOMEDICAL ENGINEERING, RESEARCHER & LECTURER, 92 - 97

Directed R&D projects and conducted scientific research. Lectured undergraduate and graduate courses. Established management information systems and designed various systems.

EDUCATION

Ph.D. in Biomedical Engineering, University of Luebeck

Masters Degree in Biomedical Engineering, Zhejiang University

Bachelor of Engineering Degree, Shanghai Jiao Tong University

Constantine Nam

DROP MOBILITY, MANAGER, PRODUCT DEVELOPMENT, JANUARY 2023 - PRESENT

- Lead a team of developers in the successful launch of multiple products
- Manage the end to end product development process, including ideation, market research, requirements gathering, design, development, testing, and launch
- Develop an extra cute strategic product roadmaps, defining product features, prioritization, and timelines

DROP MOBILITY, FRONTEND DEVELOPER, MAY 2021 - DECEMBER 2022

- Collaborated with cross functional teams to gather requirements, design application architectures, and implement new features
- Developed interactive and visually appealing user interfaces, resulting in improved user experience and increased client satisfaction
- Conducted code reviews and assistant junior developers and enhancing their skills and knowledge

CHARTRIGHT AIR INC, FLIGHT COORDINATOR, OCTOBER 2018 - DECEMBER 2020

- Monitored and managed play changes, including rerouting and schedule adjustments, to minimize disruptions and ensure timely arrivals
- Developed and maintained flight schedules, taking into account client preferences, aircraft availability, and airport restrictions

EDUCATION & VOLUNTEERING

- Seneca college, Aviation Operations
- CCAS, VP technology

Isabel Meizoso

Isabel Meizoso is a marketing and community engagement professional with more than three years of experience supporting bikeshare systems across the U.S. In her role at Drop Mobility, she leads sponsorships, partnerships, and market-specific marketing initiatives, while coordinating campaigns and public events that increase ridership and strengthen community presence. Her background also includes business development work with cities and transit agencies, as well as financial analysis experience. Isabel holds a B.S. in Business from George Washington University and is fluent in English and Spanish.

DROP MOBILITY, MARKETING MANAGER, 2024–PRESENT

- Leads sponsorships, partnerships, and outreach with hospitality, food and beverage, nonprofits, and local businesses.
- Develops and executes market-specific campaigns and community events.
- Coordinates logistics and communications for large public events and activations.

DROP MOBILITY, BUSINESS DEVELOPMENT ASSOCIATE, 2022–2023

- Supported business development efforts with cities, transit agencies, and campus partners.
- Performed outreach, relationship management, and proposal development.
- Coordinated cross-functional contributions for RFPs, launches, and client presentations.
- Maintained client relationships and delivered ongoing communications and support.

ADVENT MORRO EQUITY PARTNERS, FINANCIAL ANALYST, 2021

- Analyzed financial data and prepared quarterly and annual reports.
- Evaluated financial statements and business models across healthcare, tech, hospitality, media, and entertainment sectors.

EDUCATION

- George Washington University, B.S in Business Finance, 2022

LANGUAGES

- English- Fluent
- Spanish-Fluent

Appendix B (SunBiz.org Registration)



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

[Previous On List](#) [Next On List](#) [Return to List](#)

No Events No Name History

Detail by Entity Name

Foreign Profit Corporation
DROPBIKE, CORP.

Filing Information

Document Number	F26000001629
FEI/EIN Number	NONE
Date Filed	03/16/2026
State	DE
Status	ACTIVE

Principal Address

548 MARKET ST., PMB 64073
SAN FRANCISCO, CA 94104

Mailing Address

548 MARKET ST., PMB 64073
SAN FRANCISCO, CA 94104

Registered Agent Name & Address

NORTHWEST REGISTERED AGENT LLC
7901 4TH ST. N, STE. 300
ST. PETERSBURG, FL 33702

Officer/Director Detail

Name & Address

Title PDST

WENG, QIMING
548 MARKET ST., PMB 64073
SAN FRANCISCO, CA 94104

Title D

DAR, DIPESH
548 MARKET ST., PMB 64073
SAN FRANCISCO, CA 94104

Annual Reports

No Annual Reports Filed

Document Images

No images are available for this filing.

Appendix C (ATTACHMENT A – REFERENCES)

ATTACHMENT A – REFERENCES:

PROPOSING VENDOR’S NAME(S): Dropbike, Corp. d/b/a Drop Mobility
PROGRAM NAME:
NAME OF FIRM THAT AWARDED THE AGREEMENT: City of Northampton

Name of reference:	Carolyn Misch	Phone:	413-587-1287
Title of reference:		E-mail Address:	cmisch@northamptonma.gov
Company/Employer:	City of Northampton Office of Planning & Sustainability		

PLEASE RATE BELOW FOR ITEMS 1 THROUGH 14, A SCORE FROM 1 TO 5, (1 BEING LOWEST, AND 5 BEING HIGHEST), FOR THE SERVICES RENDERED.

- Rate the vendor’s success in providing their services as it relates to the bike-share program.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

- Rate the vendor’s knowledge of the services provided in # 1, above.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

- Rate the level of commitment of the vendor toward your program. Did the vendor devote the time and personnel necessary to successfully complete your program?

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

- Rate the competence and accessibility of the personnel directing, supervising and performing the work on your program.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

5. Rate the vendor’s success at keeping you updated and informed about the progression of the program. Particularly, when special needs or problems arose.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

6. Rate the vendor’s success at accomplishing the tasks established as required by the Agreement.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

7. Rate the vendor’s success at completing tasks within the timeline established for completion of your program.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

8. Rate the vendor’s success at providing the services as specified in the agreement meeting reporting dates and content.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

9. Rate the overall performance of the vendor on your program.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

10. Did your firm and the Program Manager work well together?

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

11. How would you rate the vendor overall based on your experience with the program?

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

12. Was the program provided on budget?

<input checked="" type="checkbox"/> YES	<input type="checkbox"/> NO
---	-----------------------------

13. Can you describe any instances in which there were errors in the program because of the vendor, which resulted in delays to the schedule as outlined in the agreement? If so, what was it and how was it rectified.

None

14. If you had a similar program to undertake in the future, would the vendor be considered to perform the work?

<input checked="" type="checkbox"/> YES	<input type="checkbox"/> NO
---	-----------------------------

ADDITIONAL COMMENTS:

Drop has consistently shown that they are committed to ensuring ValleyBike success and has been flexible with our team to provide options to facilitate improvements in service and purchasing replacement equipment. They provide straightfoward communication and are accessible.

PERSON PROVIDING REFERENCE (PRINT NAME):	
PRINT TITLE:	Carolyn Misch

SIGNATURE: Carolyn S. Misch Date: Mar 17, 2026

ATTACHMENT A – REFERENCES:

PROPOSING VENDOR'S NAME(S): Dropbike, Corp. d/b/a Drop Mobility			
PROGRAM NAME: Shift Bike			
NAME OF FIRM THAT AWARDED THE AGREEMENT: Town of Vail, Town of Avon, Eagle-Vail Metro District, Eagle County			
Name of reference:	Beth Markham	Phone:	+1 (970) 568-6759
Title of reference:	Environmental Sustainability Manager	E-mail Address:	bmarkham@vailgov.com
Company/Employer:	Town of Vail		

PLEASE RATE BELOW FOR ITEMS 1 THROUGH 14, A SCORE FROM 1 TO 5, (1 BEING LOWEST, AND 5 BEING HIGHEST), FOR THE SERVICES RENDERED.

- Rate the vendor's success in providing their services as it relates to the bike-share program.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

- Rate the vendor's knowledge of the services provided in # 1, above.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

- Rate the level of commitment of the vendor toward your program. Did the vendor devote the time and personnel necessary to successfully complete your program?

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

- Rate the competence and accessibility of the personnel directing, supervising and performing the work on your program.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

5. Rate the vendor's success at keeping you updated and informed about the progression of the program. Particularly, when special needs or problems arose.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1 Lowest	2	3	4	5 Highest

6. Rate the vendor's success at accomplishing the tasks established as required by the Agreement.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

7. Rate the vendor's success at completing tasks within the timeline established for completion of your program.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1 Lowest	2	3	4	5 Highest

8. Rate the vendor's success at providing the services as specified in the agreement meeting reporting dates and content.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1 Lowest	2	3	4	5 Highest

9. Rate the overall performance of the vendor on your program.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1 Lowest	2	3	4	4.5	5 Highest

10. Did your firm and the Program Manager work well together?

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1 Lowest	2	3	4	5 Highest

11. How would you rate the vendor overall based on your experience with the program?

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1 Lowest	2	3	4	4.5	5 Highest



12. Was the program provided on budget?

<input checked="" type="checkbox"/> YES	<input type="checkbox"/> NO
---	-----------------------------

13. Can you describe any instances in which there were errors in the program because of the vendor, which resulted in delays to the schedule as outlined in the agreement? If so, what was it and how was it rectified.

When we initially launched the program, they were 1 month late deploying the system from the agreed upon date in the contract. In the future, we included a date in which the program launch was required otherwise there would be a decrease in total owed. After the initial year, we have launched in time. In addition, there were significant local staffing issues and we were sharing an operations team with Breckenridge which is over an hour away, primarily in the 2nd year of the program. This resulted in poor user experience with poorly redistributed bikes and many dead batteries. After making it clear this was not acceptable, they sent staff out from their corporate offices to stay in Vail to run the program successfully and to meet our standards until they were able to hire someone full time that was a local and committed.

14. If you had a similar program to undertake in the future, would the vendor be considered to perform the work?

<input checked="" type="checkbox"/> YES	<input type="checkbox"/> NO
---	-----------------------------

ADDITIONAL COMMENTS:


Every year working with Drop Mobility gets better and better. We had some challenges, especially with local staffing for the ops team the first two seasons, but as we roll into the 5th year of the program, it is running very smoothly and the locals operations team is dialed in and awesome to work with. Overall, I scored them a 4.5. Not perfect, but improved year after year and overall is pretty great to work with.

PERSON PROVIDING REFERENCE (PRINT NAME):	Beth Markham
PRINT TITLE:	Environmental Sustainability

SIGNATURE: Beth Markham Date: 3-19-26

Appendix D (Forms)

FORM A: PROPOSAL SUBMITTED BY

COMPANY: Dropbike Corp. d/b/a Drop Mobility
ADDRESS: 2810 N Church St, PMB 64073
CITY, STATE, ZIP: Wilmington, Delaware, 19802-4447
TELEPHONE: 650-629-3188
E-MAIL ADDRESS: rfp@dropmobility.com
FEDERAL ID NUMBER: 61-1859684
NAME & TITLE PRINTED: Qiming Weng, CEO
SIGNED BY: Qiming Weng 

We/I, the above signed hereby agree to furnish the item(s), service(s) and have read all attachments including specifications, terms and conditions and fully understand what is required.

The Solicitation, Specifications, Proposal Forms, and/or any other pertinent document form a part of this proposal and by reference made a part hereof. Signature indicates acceptance of all terms and conditions of the solicitation.

FORM B: VARIANCE FORM

The Proposer must provide and state all variances to this solicitation, specifications, the Terms and Conditions on this variance form (provide additional pages if necessary).

If variances are provided on the Variance Form, they will be reviewed by appropriate City Staff, the City Attorney, and the Risk Manager. If the Variances presented by the Firm are acceptable to the City, a City Agreement will be routed to the awarded Firm for execution by the authorized officer per Sunbiz. The Project Manager will manage the execution of the agreement process.

Variances requested to either the Bid/RFP, Terms and Conditions and Agreement may result in the City rescinding award of Contract.

If Firm has no Variances, Firm must state “None” below. This form must be provided back in the Firm’s response.

None

FORM C: LEGAL PROCEEDINGS FORM

Proposing Firm **must** provide Items a - e with response. Provide all applicable documents per category checked as an attachment. Firm must ensure response is addressing by title for each item a-e below. If an item(s) is not applicable, Firm must check off "N/A" and authorized officer per Sunbiz to provide signature.

a. **Arbitrations:** List all arbitration demands filed by or against your Firm in the last five (5) years, and identify the nature of the claim, the amount in dispute, the parties, and the ultimate resolution of the proceeding. Must include the disclosure of the court and case number.

Check here and provide documentation Check here if Not Applicable (N/A)

b. **Lawsuits:** List all lawsuits filed by or against, your Firm in the last five (5) years, and identify the nature of the claim, the amount in dispute, the parties, and the ultimate resolution of the lawsuit. Must include the disclosure of the court and case number.

Check here and provide documentation Check here if Not Applicable (N/A)

c. **Other Proceedings:** Identify any lawsuits, administrative proceedings, or hearings initiated by the National Labor Relations Board, Occupational Safety and Health or similar state agencies in the past five (5) years concerning any labor practices or project safety practices by your Firm. Identify the nature of any proceeding and its ultimate resolution. Must include the disclosure of the court and case number.

Check here and provide documentation Check here if Not Applicable (N/A)

d. **Bankruptcies:** Has your Firm or its parents or any subsidiaries ever had a Bankruptcy Petition filed in its name, voluntarily or involuntarily? (If yes, specify date, circumstances, and resolution).

Check here and provide documentation Check here if Not Applicable (N/A)

e. **Settlements:** Identify all settlements for your Firm in detail in the last five (5) years.

Check here and provide documentation Check here if Not Applicable (N/A)

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: March 22, 2026

Signed: 

Entity: Dropbike, Corp.

Name: Qiming Weng

Title: CEO

STATE OF Nevada

COUNTY OF CLARK

The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 22nd day of March, 2026, by Qiming Weng, as CEO for Dropbike, Corp, who is personally known to me or who has produced DRIVERS LICENSE as identification.

Notary Public Signature: 

State of Florida at Large (Seal) Nevada

Print Name: JAMI DOGOOD

My commission expires: 04/26/2026

Notary Public, State of Nevada



FORM D: PUBLIC ENTITY CRIME FORM

**SWORN STATEMENT PURSUANT TO SECTION 287.133(2) (a),
FLORIDA STATUTES,
PUBLIC ENTITY CRIME INFORMATION**

“A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a Contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017, for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list.”

By: Qiming Weng

Title: CEO

Signed and Sealed 16 day of March, 2026

FORM E: DOMESTIC PARTNERSHIP CERTIFICATION FORM

Equal Benefits Requirements As part of the competitive solicitation and procurement process a Contractor seeking a Contract shall certify that upon award of a Contract it will provide benefits to Domestic Partners of its employees on the same basis as it provides benefits to employees' spouses. Failure to provide such certification shall result in a Contractor being deemed non-responsive.

Domestic Partner Benefits Requirement means a requirement for City Contractors to provide equal benefits for domestic partners. Contractors with five (5) or more employees contracting with City, in an amount valued over \$75,000, provide benefits to employees' spouses and the children of spouses.

The Firm providing a response, by virtue of the signature below, certifies that it is aware of the requirements of City of Hallandale Beach Procurement Code Section 23-14 (b) *Domestic Partnership Benefits.*, and certifies the following:

Check only one box below:

- 1. The Contractor certifies and represents that it will comply during the entire term of the Contract with the conditions of Procurement Code Section 23-14 (b) *Domestic Partnership Benefits.*, Domestic Partner Benefits Requirement of the City of Hallandale Beach, or

- 2. The Firm does not need to comply with the conditions of Procurement Code Section 23-14 (b) *Domestic Partnership Benefits.* of the City of Hallandale Beach, because of allowable exemption: **(Check only one box below):**
 - The Firm's price for the contract term awarded is \$75,000 or less.
 - The Firm employs less than five (5) employees.
 - The Firm does not provide benefits to employees' spouses nor spouse's dependents.
 - The Firm is a religious organization, association, society, or non-profit charitable or educational institution or organization operated, supervised, or controlled by or in conjunction with a religious organization, association or society.
 - The Firm is a government entity.
 - The contract is for the sale or lease of property.
 - The covered contract is necessary to respond to an emergency.
 - The provision of Procurement Code Section 23-14 (b), would violate grant requirements, the laws, rules or regulations of federal or state law.

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: March 22, 2026

Signed: 

Entity: Dropbike, Corp.

Name: Qiming Weng

Title: CEO

STATE OF Nevada

COUNTY OF CLARK

The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 22nd day of March, 2026, by Qiming Weng, as CEO for Dropbike, Corp, who is personally known to me or who has produced DRIVERS LICENSE as identification.

Notary Public Signature: 

State of Florida at Large (Seal) Nevada

Print Name: JAMI DOGOOD

My commission expires: 04/26/2026

Notary Public, State of Nevada



FORM F: CONFLICT OF INTEREST NOTIFICATION REQUIREMENT QUESTIONNAIRE

If you are an employee, board member, elected official(s) or an immediate family member of any such person, please indicate the relationship below. Pursuant to the City of Hallandale Beach Standards of ethics any potential conflict of interest must be disclosed and if requested, obtain a conflict-of-interest opinion or waiver from the Board of Directors prior to entering a contract with the City.

1. Name of Firm submitting a response to this Solicitation.

Dropbike, Corp. d/b/a Drop Mobility

2. Describe each affiliation or business relationship with an employee, board member, elected official(s) or an immediate family member of any such person of the City of Hallandale Beach or Hallandale Beach Community Redevelopment Agency; if none so state.


None

3. Name of City of Hallandale Beach or Hallandale Beach Community Redevelopment Agency employee, board member, elected official(s) or immediate family member with whom filer/respondent/Firm has affiliation or business relationship; if none so state.

None

4. Describe any other affiliation or business relationship that might cause a conflict of interest; if none so state.

None



Signature of person/Firm

03 / 16 / 2026

Date

FORM G: DRUG-FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087

Hereby certified that Dropbike, Corp. d/b/a Drop Mobility does:
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of or plea of guilty or nolo contendere to, any violation of Chapter 1893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through I implementation of this section.

As a person authorized to sign the statement, I certify that this Firm complies fully with the above requirements.

03 / 16 / 2026

DATE



FIRM'S SIGNATURE

FORM H: ANTI-KICKBACK AFFIDAVIT

STATE OF Nevada)

COUNTY OF CLARK)

SS:

I, the undersigned hereby duly sworn, depose and say that no portion of the sum herein Bid/RFP will be paid to any employees of the City of Hallandale Beach and its elected officials, as a commission, kickback, reward, or gift, directly or indirectly by me or any member of my Firm or by an officer of the corporation.

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: March 22, 2026

Signed: 

Entity: Dropbike, Corp. d/b/a Drop Mobility

Name: Qiming Weng

Title: CEO

STATE OF Nevada

COUNTY OF CLARK

The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 22nd day of March, 2026, by Qiming Weng, as CEO for Dropbike, Corp, who is personally known to me or who has produced DRIVERS LICENSE as identification.

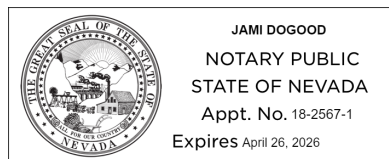
Notary Public Signature: 

State of ~~Florida~~ at Large (Seal) Nevada

Print Name: JAMI DOGOOD

My commission expires: 04/26/2026

Notary Public, State of Nevada



Notarized remotely using audio-video communication technology via Proof.

FORM I: CONFIDENTIALITY FORM

The Proposer must include any materials it asserts to be exempted from public disclosure under Chapter 119, Florida Statutes, in a **separate document labeled "Attachment to Request for Proposals, BID Number and Name - Confidential Material".** The Proposer must identify the specific Statute that authorizes exemption from the Public Records Law.

Any claim of confidentiality on materials the Proposer asserts to be exempt from public disclosure and placed elsewhere in the proposal will be considered waived by the Proposer upon submission, effective after opening.

The Proposer should take special note of this as it relates to proprietary information that might be included in this solicitation.

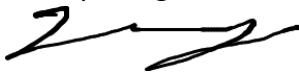
Firm must check one of the following:

- This proposal does not include ANY confidential material.**
- This proposal includes a separate document containing confidential material.**

If neither of the above is selected, then any claim of confidentiality is waived.

I, Qiming Weng, CEO
Name of authorized Officer and/or legal documentation, Title

of Dropbike, Corp d/b/a Drop Mobility
Name of Firm as it appears on Sunbiz and/or legal documentation hereby, attest that I have the authority to sign this form and certify that the Firm complies with the above requirements.

 CEO
Signature Title

FORM J: SCRUTINIZED COMPANIES OR ENTITIES

Dropbike, Corp d/b/a Drop Mobility (Name of Vendor) hereby certifies that it has not been placed on the discriminatory vendor list as provided in Section 287.134, Florida Statutes, and that it is not a “scrutinized company” pursuant to Sections 215.473 or 215.4725, Florida Statutes. Contractor further represents that it is not, and for the duration of the Contract will not be, ineligible to contract with the City on any of the grounds stated in Section 287.135, Florida Statutes. Contractor represents that it is, and for the duration of this Contract will remain, in compliance with Section 286.101, Florida Statutes

Affirm

FORM K: COMPLIANCE WITH FOREIGN ENTITY LAWS

The undersigned, on behalf of the Firm listed below ("Firm"), hereby attests under penalty of perjury as follows:

1. Firm is not owned by the government of a foreign country of concern as defined in Section 287.138, Florida Statutes. (Source: § 287.138(2)(a), Florida Statutes)
2. The government of a foreign country of concern does not have a controlling interest in Firm. (Source: § 287.138(2)(b), Florida Statutes)
3. Firm is not organized under the laws of and does not have a principal place of business in, a foreign country of concern. (Source: § 287.138(2)(c), Florida Statutes)
4. Firm is not owned or controlled by the government of a foreign country of concern, as defined in Section 692.201, Florida Statutes. (Source: § 288.007(2), Florida Statutes)
5. Firm is not a partnership, association, corporation, organization, or other combination of persons organized under the laws of or having its principal place of business in a foreign country of concern, as defined in Section 692.201, Florida Statutes, or a subsidiary of such Firm. (Source: § 288.007(2), Florida Statutes)
6. Firm is not a foreign principle, as defined in Section 692.201, Florida Statutes. (Source: § 692.202(5)(a)(1), Florida Statutes)
7. Firm is in compliance with all applicable requirements of Sections 692.202, 692.203, and 692.204, Florida Statutes.
8. *(Only applicable if purchasing real property)* Firm is not a foreign principal prohibited from purchasing the subject real property. Firm is either (a) not a person or Firm described in Section 692.204(1)(a), Florida Statutes, or (b) authorized under Section 692.204(2), Florida Statutes, to purchase the subject property. Firm is in compliance with the requirements of Section 692.204, Florida Statutes. (Source: §§ 692.203(6)(a), 692.204(6)(a), Florida Statutes)

Date: Mar 16, 20 26

Signed: 

Entity: Dropbike, Corp d/b/a Drop Mobility

Name: Qiming Weng

Title: CEO

FORM L: BYRD ANTI-LOBBYING AMENDMENT CERTIFICATION

The undersigned [CONTRACTOR] certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the CONTRACTOR shall complete and submit Standard Form- LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The CONTRACTOR certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

Dropbike, Corp d/b/a Drop Mobility

COMPANY NAME:

Qiming Weng

NAME OF AUTHORIZED OFFICIAL

CEO

TITLE



SIGNATURE OF AUTHORIZED OFFICIAL

03 / 16 / 2026

DATE

FORM M: NON-COLLUSION AFFIDAVIT

STATE OF Nevada)
) SS:
COUNTY OF CLARK)

I, the undersigned hereby duly sworn, depose and say that:

1. He/she is the Bidder that has submitted the attached bid proposal.
2. He/she is fully informed respecting the preparation and contents of the attached bid proposal and of all pertinent circumstances respecting such bid proposal.
3. Such bid proposal is genuine and is not a collusive or sham bid proposal.
4. Neither the said Bidder nor any of its officers, partners, owners, agent representatives, employees or parties in interest including this affiant, has in any way, colluded, conspired, or agreed, directly or indirectly, with any other bidder, firm or person, to submit a collusive or sham proposal in connection with the Agreement for which the attached bid proposal has been submitted or to refrain from proposing in connection with such Agreement, or has in any manner, directly or indirectly, sought by Agreement or collusion or communication or conference with any other bidder, firm or person to fix the price or prices in the attached bid proposal or of any other bidder, or to fix any overhead, profit or cost element of the bid proposal price or the bid proposal price of any other bidder, or to secure through any collusion, conspiracy, connivance or unlawful Agreement any advantage against the City of Hallandale Beach, Florida, or any person interested in the proposed Agreement.
5. The price or prices quoted in the attached bid proposal are fair and proper and are not tainted by any collusion, conspiracy, or unlawful Agreement on the part of the Bidder or any of its agents, representatives, owners, employees, or parties of interest, including affiant.

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: March 22, 2026

Signed:  _____

Entity: Dropbike, Corp. d/b/a Drop Mobility


Name: Qiming Weng

Title: CEO

STATE OF Nevada

COUNTY OF CLARK

The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 22nd day of March, 2026, by Qiming Weng, as CEO for Dropbike, Corp, who is personally known to me or who has produced DRIVERS LICENSE as identification.

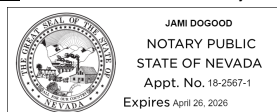
Notary Public Signature:  _____

State of ~~Florida~~ at Large (Seal) Nevada

Print Name: JAMI DOGOOD

My commission expires: 04/26/2026

Notary Public, State of Nevada



FORM N: AMERICANS WITH DISABILITIES ACT AFFIDAVIT

The undersigned swears that the information herein contained is true and correct and that none of the information supplied was for the purpose of defrauding the City of Hallandale Beach, Florida.

The Contractor shall not discriminate against any employee or applicant for employment because of physical or mental handicap in regard to any position for which the employee or applicant for employment is qualified. The Contractor agrees to comply with the rules, regulations and relevant orders issued pursuant to the Americans with Disabilities Act (ADA), 42 USC s. 12101 et seq. It is understood that in no event shall the City of Hallandale Beach be held liable for the actions or omissions of the Contractor or any other party or parties to the Agreement for failure to comply with the ADA. The Contractor agrees to hold harmless and indemnify the City of Hallandale Beach, its agents, officers or employees from any and all claims, demands, debts, liabilities or causes of action of every kind or character, whether in law or equity, resulting from the Contractor's acts or omissions in connection with the ADA.

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: March 22, 2026

Signed: 

Entity: Dropbike, Corp. d/b/a Drop Mobility

Name: Qiming Weng

Title: CEO

STATE OF Nevada

COUNTY OF CLARK

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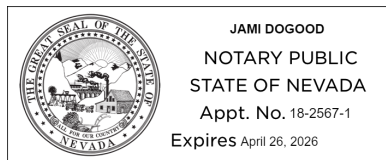
Notary Public Signature: 

State of Florida at Large (Seal) Nevada

Print Name: JAMI DOGOOD

My commission expires: 04/26/2026

Notary Public, State of Nevada




Notarized remotely using audio-video communication technology via Proof.

FORM O: CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION


1. Contractor Covered Transactions
 - a. The prospective contractor certifies, by submission of this document, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any State or Federal department or agency.
 - b. Has not within a three (3) year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
 - c. Is not presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph 1(b) of this certification; and
 - d. Has not within a three (3) year period preceding this application/proposal had one or more public transactions (federal, state, or local) terminated for cause or default.
2. Where the prospective contractor is unable to certify the above statement, the prospective contractor shall attach an explanation to this form.

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

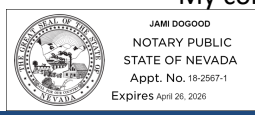
Date: March 22, 2026 Signed: 
Entity: Dropbike, Corp. d/b/a Drop Mobility Name: Qiming Weng

Title: CEO
STATE OF Nevada
COUNTY OF CLARK

The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 22nd day of March, 2026, by Qiming Weng, as CEO for Dropbike, Corp

who is personally known to me or who has produced DRIVERS LICENSE as identification.
Notary Public Signature:  State of Florida at Large (Seal) Nevada
Print Name: JAMI DOGOOD My commission expires: 04/26/2026

Notary Public, State of Nevada



FORM P: AFFIDAVIT OF COMPLIANCE WITH ANTI-HUMAN TRAFFICKING LAWS

The undersigned, on behalf of the entity listed below (“Entity”), hereby attests under penalty of perjury as follows:

1. Entity does not use coercion for labor or services as defined in Section 787.06, Florida Statutes. (Source: § 787.06 (13), Florida Statutes – Human Trafficking).

Date: Mar 16, 2026

Signed:  _____

Entity: Dropbike, Corp. d/b/a Drop Mobility

Name: Qiming Weng

Title: CEO

FORM Q: ACKNOWLEDGEMENT OF ADDENDA

Instructions: Complete Part I or Part II, whichever is applicable.


The Proposer shall indicate below each Addendum received. The Proposer may contact the Procurement Division at 954-457-1331 or visit the City of Hallandale Beach website at <https://www.hallandalebeachfl.gov/417/Solicitation-Notifications> to confirm the number of addenda (if any) that have been issued.

PART I: Please list below each of the Addendum received in connection with this solicitation. Please include the Addendum number, the title is not required.

Addendum #
#1 QUESTIONS AND ANSWERS

PART II:

___ No Addendum was received in connection with this solicitation.

Authorized Signature:  Date: 03 / 16 / 2026

Print Name: Qiming Weng Title: CEO

Firm Name: Dropbike, Corp. d/b/a Drop Mobility