



DRIVE TO

SUCCESS

a transportation solution

Refusal to accept the status quo

December 2, 2014

12/12/13
14 Biz Lab
Patrick Longo

Current Modes of Transportation
Wheels to Work (Cath Charities)
- single moms / child support
- 21 yrs + (Albany / Sche'dy / Pens)

lack of reliable transportation for entry-level employees

(in addition to public transportation)

results in instability & turnover

20 people through class each month

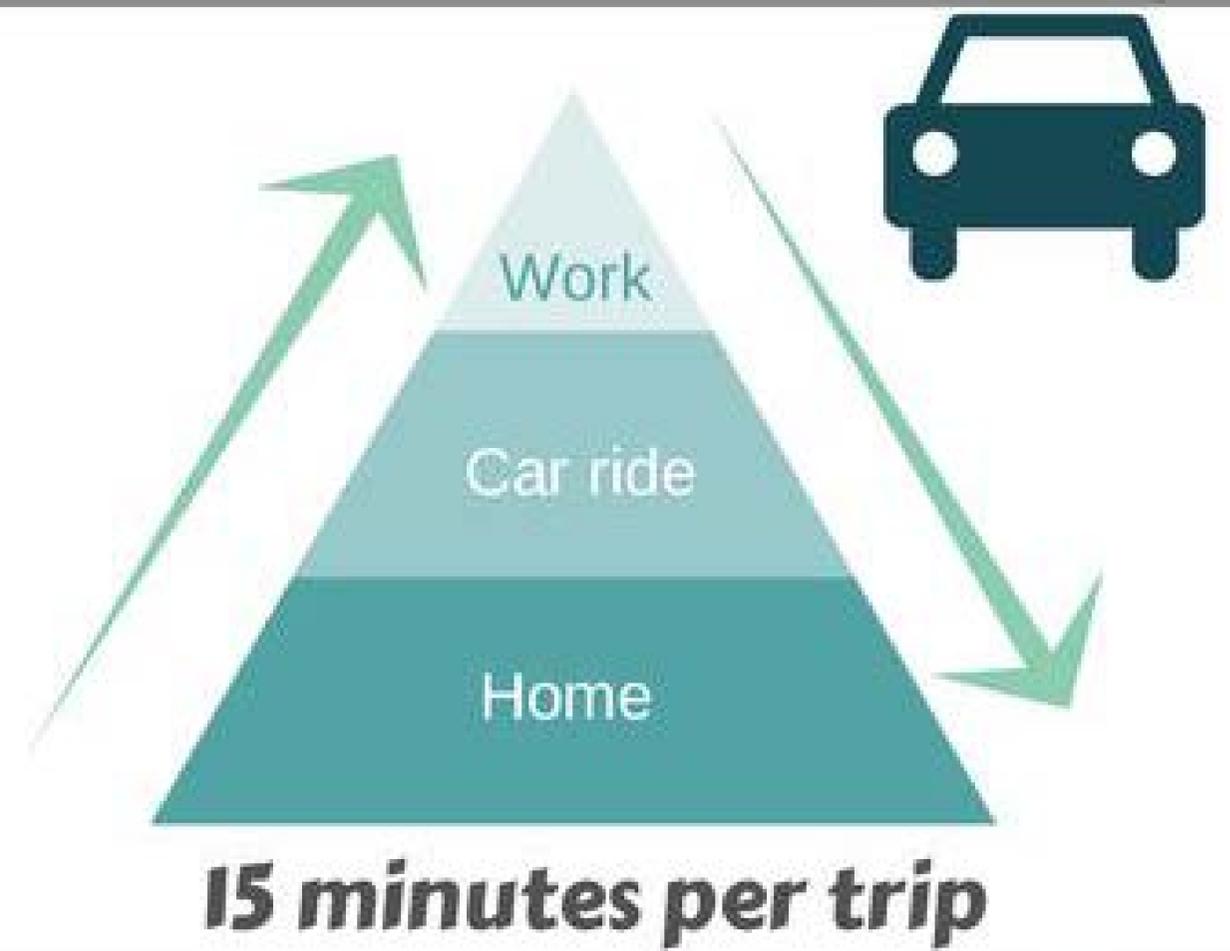
send
SEFCU - Community Support
- "out of the box" grant proposal

grant
future routing professio
companies?

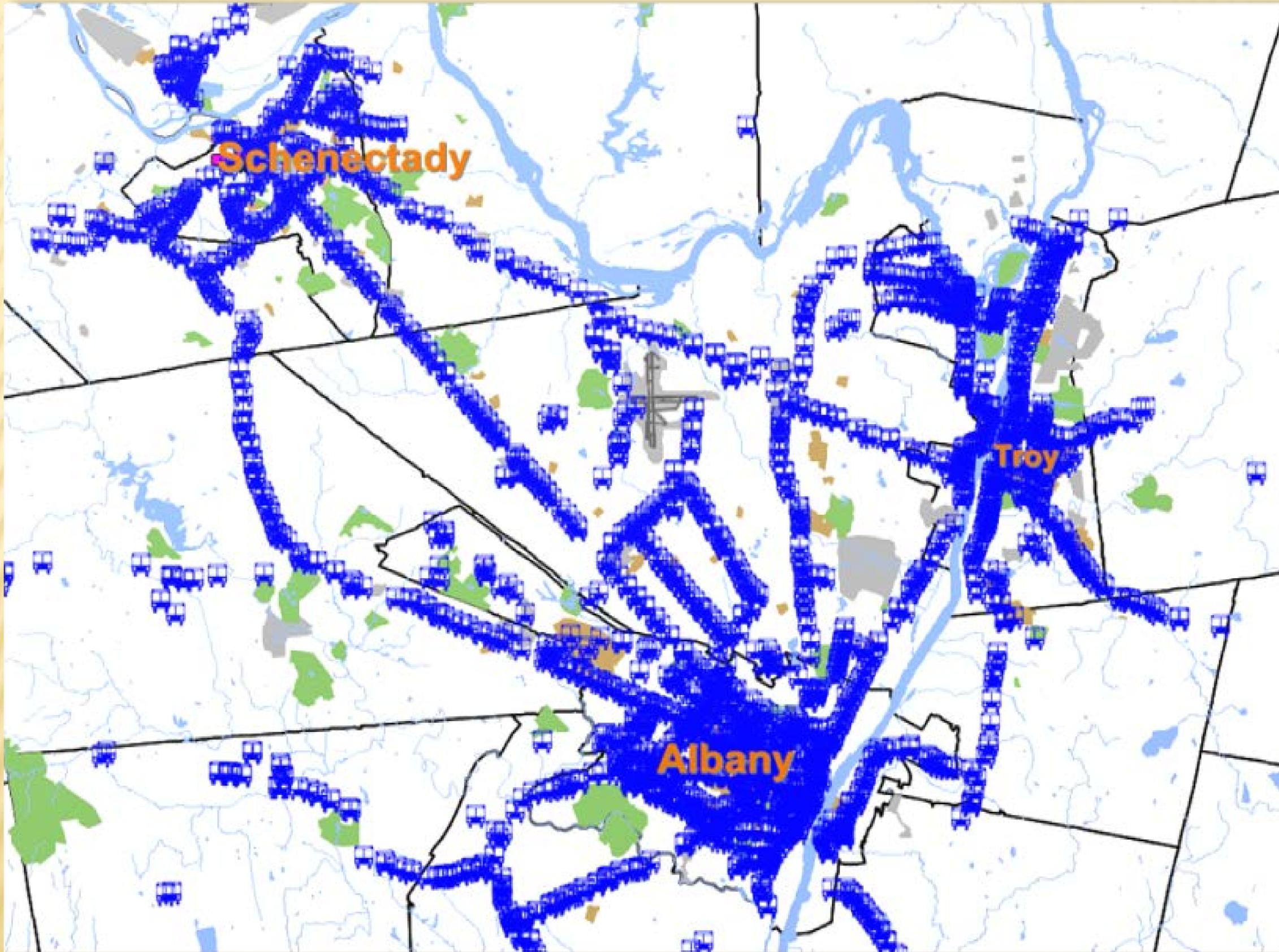
WITHOUT RELIABLE TRANSPORTATION



WITH RELIABLE TRANSPORTATION

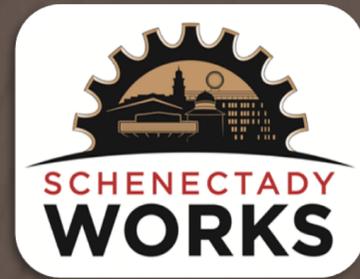


COULD YOU SURVIVE
WITHOUT A CAR?



Public Transit Map Of The Capital Region

COOPERATION



Leads to success

OPPORTUNITIES

Vehicles

- Access to inactive or low-used vehicles from a network of faith-based organizations

Volunteers

- Presence of an extensive volunteer network linked to City Mission

FEASIBILITY STUDY

Engage employers

- Understand operations
- Collect data



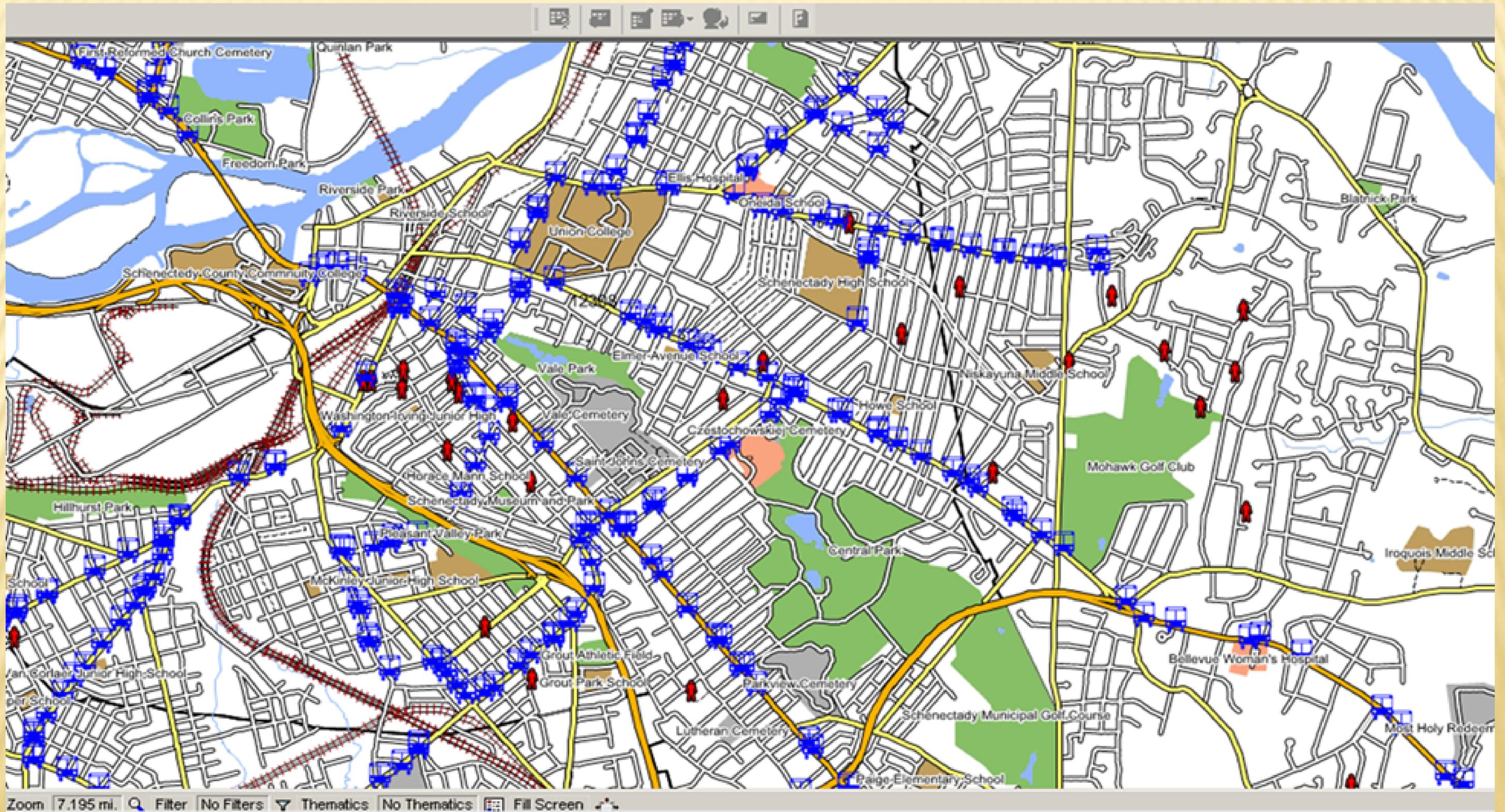
Can we do it and how?

Hire and train dispatcher

- Scheduling trips
- Primary contact with drivers

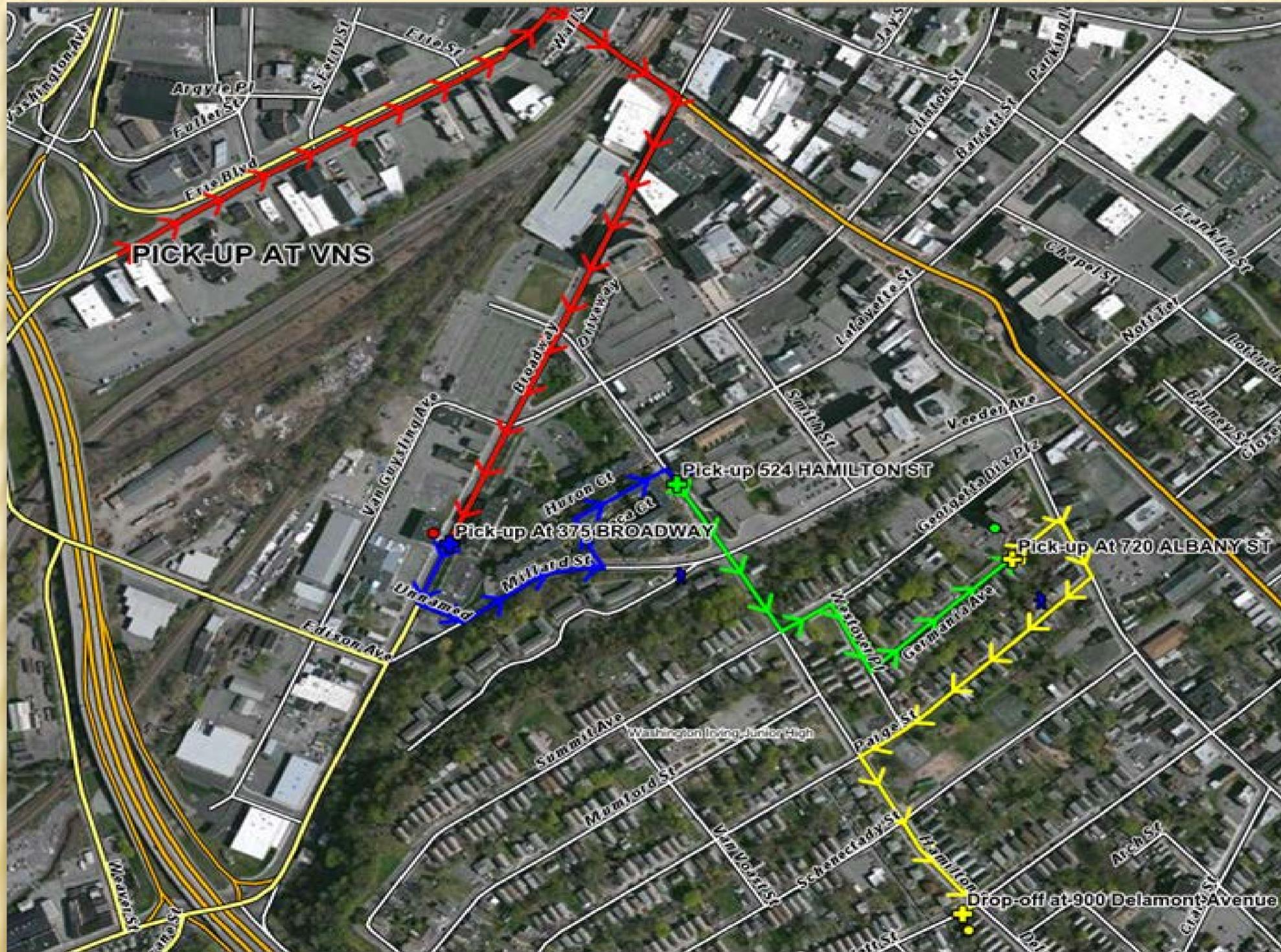
Recruit and train volunteers

- HIPAA rules
- Mapping routes



| | | Geo Street | Geo Zip Code | Assigned Aide | Monday Drop-off ▲ | Monday Pick-Up |
|---------|-----------|----------------------|--------------|---------------|--------------------|-------------------|
| VNS | Patient10 | 1300 VanAntwerp Road | 12309 | HHA2 | 8:00 AM | 10:00 AM |
| VNS | Patient2 | 375 Broadway | 12305 | HHA1 | 8:00 AM | 11:00 AM |
| Wheeler | Patient61 | 323 Kings Rd | 12304 | 010594 | 8:00 AM | 2:00 PM |
| Miller | Patient63 | 4035 Consaul Road | 12309 | 011108 | 8:30 AM | 10:30 AM |
| Roe | Patient42 | 1192 Hedgewood Lane | 12309 | 010406 | 9:00 AM | 11:00 AM |
| VNS | Patient4 | 524 Hamilton Street | 12305 | HHA1 | 11:15 AM | 12:15 PM |
| VNS | Patient32 | 883 Emmett Street | 12307 | HHA2 | 11:30 AM | 1:10 PM |
| VNS | Patient5 | 720 Albany Street | 12305 | HHA1 | 12:30 PM | 3:20 PM |
| Kos | Patient62 | 2536 Hilltop Rd | 12309 | 011108 | 12:45 PM & 6:00 PM | 2:45 PM & 8:00 PM |

Monday schedule of appointments



Sample
of
Road
trips for
one HHA

PILOT PHASE

Sept. 2, 2014

We launch!

We are what we repeatedly do.
Excellence therefore is not an act, it's a habit.



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Quick Facts

(324) of trips

(2) late arrivals

(1,777) miles traveled

(20+) volunteers mobilized

(8) employees transported

(6) navigators employed

Where are we going from here?



Feasibility Study



Pilot Project – September '14



Pilot Project – October '14



Beta Phase

- Nov – Dec '14
- Q 1 '15
- Q 2 '15

Transportation Resource – Benefits to Employers

- Improved productivity & morale
- Lower costs related to transportation (mileage, bus passes) – increased efficiency
- Increased retention, reduced turnover
- Better patient/customer service
- Expand services, increase profit, grow business

Beta Phase



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Nov – Dec '14

- 5-7 employees
- 2-3 business partners
- Mobilize 5-8 new volunteers
- Develop marketing
- Research & development
- Integrate DTS into ERN

Q 1, 2015

- 10 employees
- 4-5 business partners
- Mobilize 10 new volunteers
- Train scheduler
- Research & development

Q2, 2015

- 20 employees
- 6-7 businesses
- 35 volunteers utilized
- Business plan in place for scaling up

Driver Training

Partnerships with banks/credit unions

Purchasing of own vehicles



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A new sustainable program