



# PubliRide peer-to-peer ridesharing by PostBus

19.10.2017 / Mirco Mäder



**PostBus** 

The yellow class.

**PostBus:**  
**More than 100 years of**  
**experience in public**  
**transport**









CarPostal  
La classe jaune

nouvo

20



Soll nicht passiert

CIRQUE  
STARLIGHT

SION  
SAINTE-CROIX

Sainte-Croix  
Sion

Sainte-Croix  
Sion

Sainte-Croix  
Sion

La Cité des Petites  
Sion

Sainte-Croix  
Sion

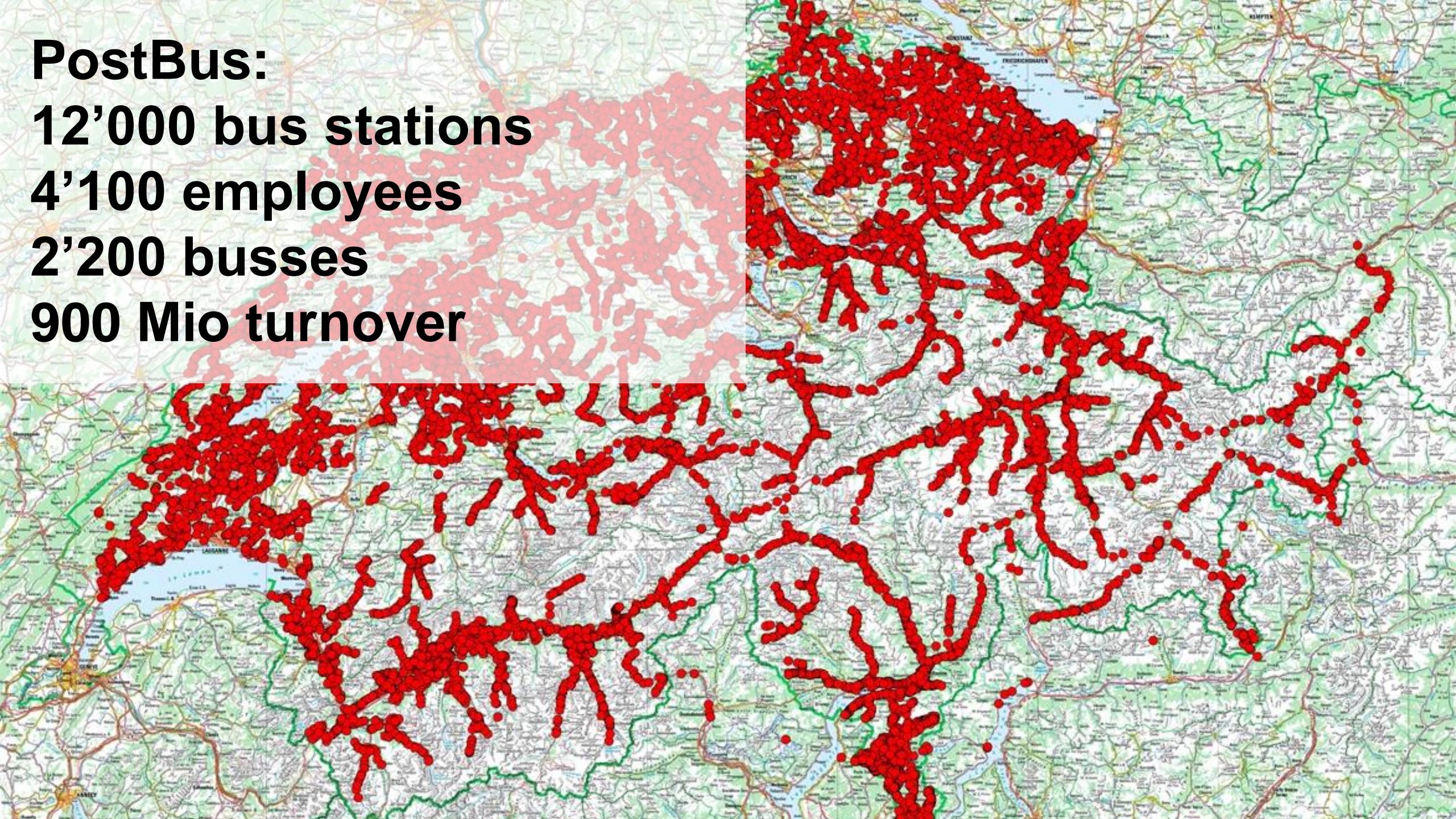
**PostBus:**

**12'000 bus stations**

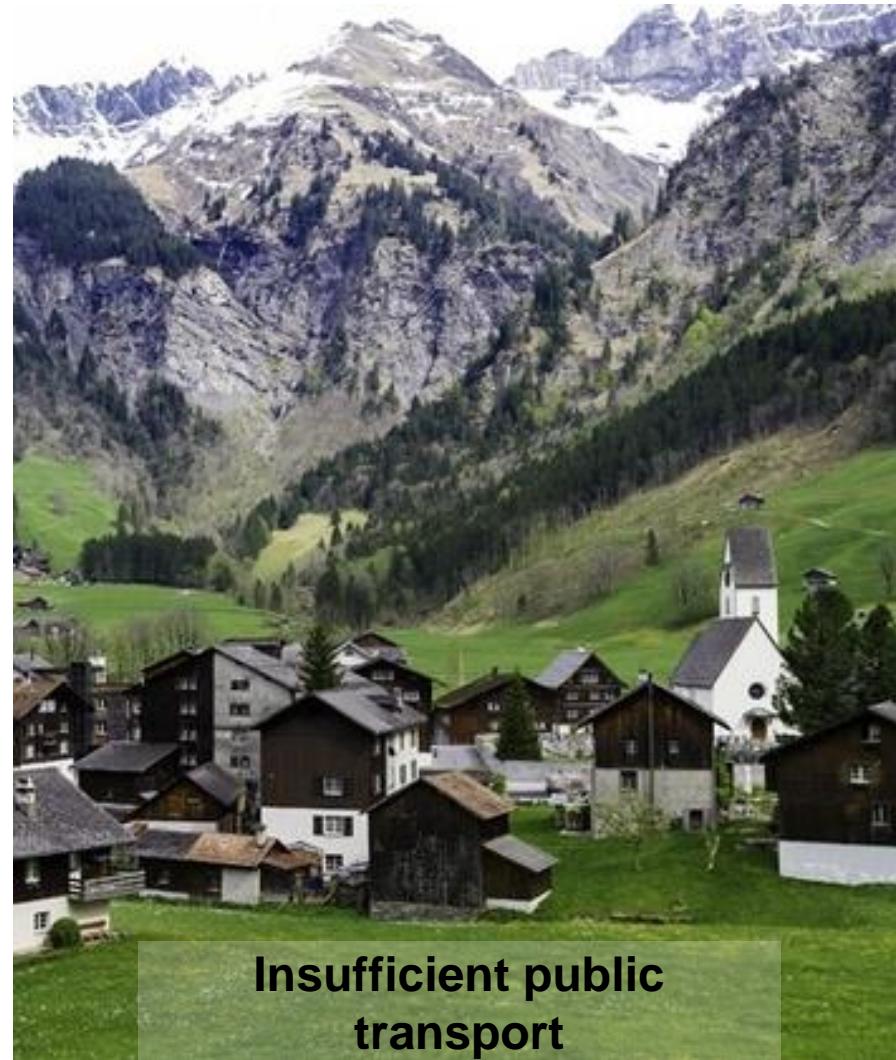
**4'100 employees**

**2'200 busses**

**900 Mio turnover**



# PUBLIRIDE: ADDRESSED CHALLENGES



# THE FOUR PARTS OF PUBLIRIDE (PEER-TO-PEER RIDESHARING)



**Plattform flinc**, focus ridesharing on **short distances**

**Combination of public transport and ridesharing**

- Integration of public transport in flinc
- Integration of ridesharing in the PostBus App

**«local community»**: creation of a group on the platform  
→ Commune/Company

**PostBus**

Project lead and consulting for communication

# PEER-TO-PEER RIDESHARING AND PUBLIC TRANSPORT

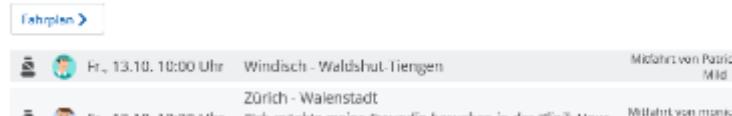
## PubliRide Baden



## Zuletzt aktiv



## Fahrplan



## Baden – Lenzburg

Mitfahrgesuch für Donnerstag, 25.06.2015 um 17:00 Uhr

Bearbeiten Löschen Duplizieren Rückfahrt anlegen

### Mögliche Fahrer

Relevanz ▾

|  |       |          |   |   |
|--|-------|----------|---|---|
|  | 17:08 | 0,00 CHF | ★ | > |
|  | 18:10 | 2,00 €   |   | > |

Weitere Ergebnisse anzeigen

### Alternativen

ÖV-Verbindungen 3 Ergebnisse >

Swisscom 11:23

Zurück Verbindungen

Baden Nach: Lenzburg 25.06.15 17:08

| Ab    | An    | Gleis | Dauer | Veranstalter |
|-------|-------|-------|-------|--------------|
| 17:07 | 17:22 | 1     | 14min | flinc        |
| 17:08 | 17:57 | 1     | 49min | IR / RE      |
| 17:22 | 17:59 | 3     | 37min | IR / RE      |
| 17:33 | 18:01 | 3     | 28min | IR / S23     |
| 18:09 | 18:24 |       | 14min | flinc        |
| 18:04 | 18:31 | 2     | 27min | S23          |

Informationen PubliRide

Früher Gegenrichtung Später

6:09 Fahrplan Haltestellen Tickets Favoriten Einstellungen

# SUCCESS OF PUBLIRIDE

Interest of communities



Interest of companies



Interest of users

(0.5%-10% of inhabitants)



Success depends on the target of the customer  
(provide an option for citizens vs. well working network)

**BLAUEN**  
**Mitfahरgelegenheit hat Testphase bestanden**  
WOS. Teilen statt besitzen: Dieser An-satz wird auch im privaten Verkehr zunehmend zu einem Thema. Während sich die Idee des Carsharings in der  
rer wie Mitreisende registrieren sich e-malig auf der App. Inzwischen sind ü-70 Personen aus Blauen und Umgebu-  
registriert.

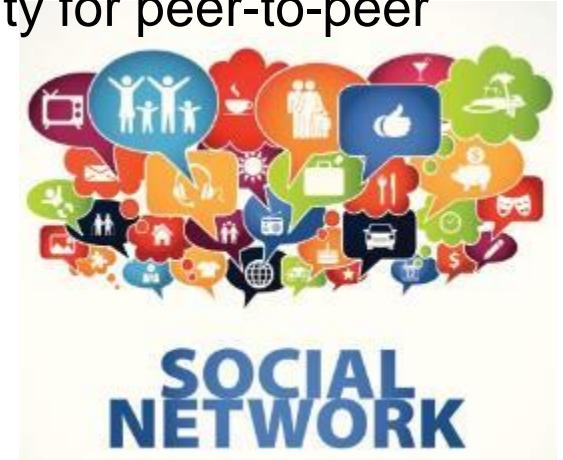


Foto: badenmobil/PostAuto AG



# POTENTIAL I

- local community ≠ social community. How to build a strong community for peer-to-peer ridesharing? Incentives?



- Target customers ≠ «normal» public transport customers. How to best reach the target customers?



## POTENTIAL II

- Peer-to-peer ridesharing and the «**Parship-effect**»: the best customers leave.  
How to keep them on the platform? Gamefication?



- Are «soft» incentives strong enough to change behaviour?

# SOME INSIGHTS PUBLIRIDE

- There is **not ONE peer-to-peer ridesharing solution** that fits for every customer (analog, digital, analog & digital etc.)
- Basic platform functionalities are needed, but these are **not the key factor** for successful ridesharing.
- There are «**fans**» needed in the community, who push the community to a functioning network.
- Short distance peer-to-peer ridesharing: a **hard field to earn money**

# POSSIBLE SOLUTION

Ridesharing is more than PubliRide. One single option probably isn't enough for the customer.







Have a good ride!  
PubliRide

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