



DRIVEN BY CARE: A NEW MODEL FOR SPECIAL NEEDS TRANSPORTATION

Sean McCormack, SVP & CIO

 **FIRST**student



startups
(4)



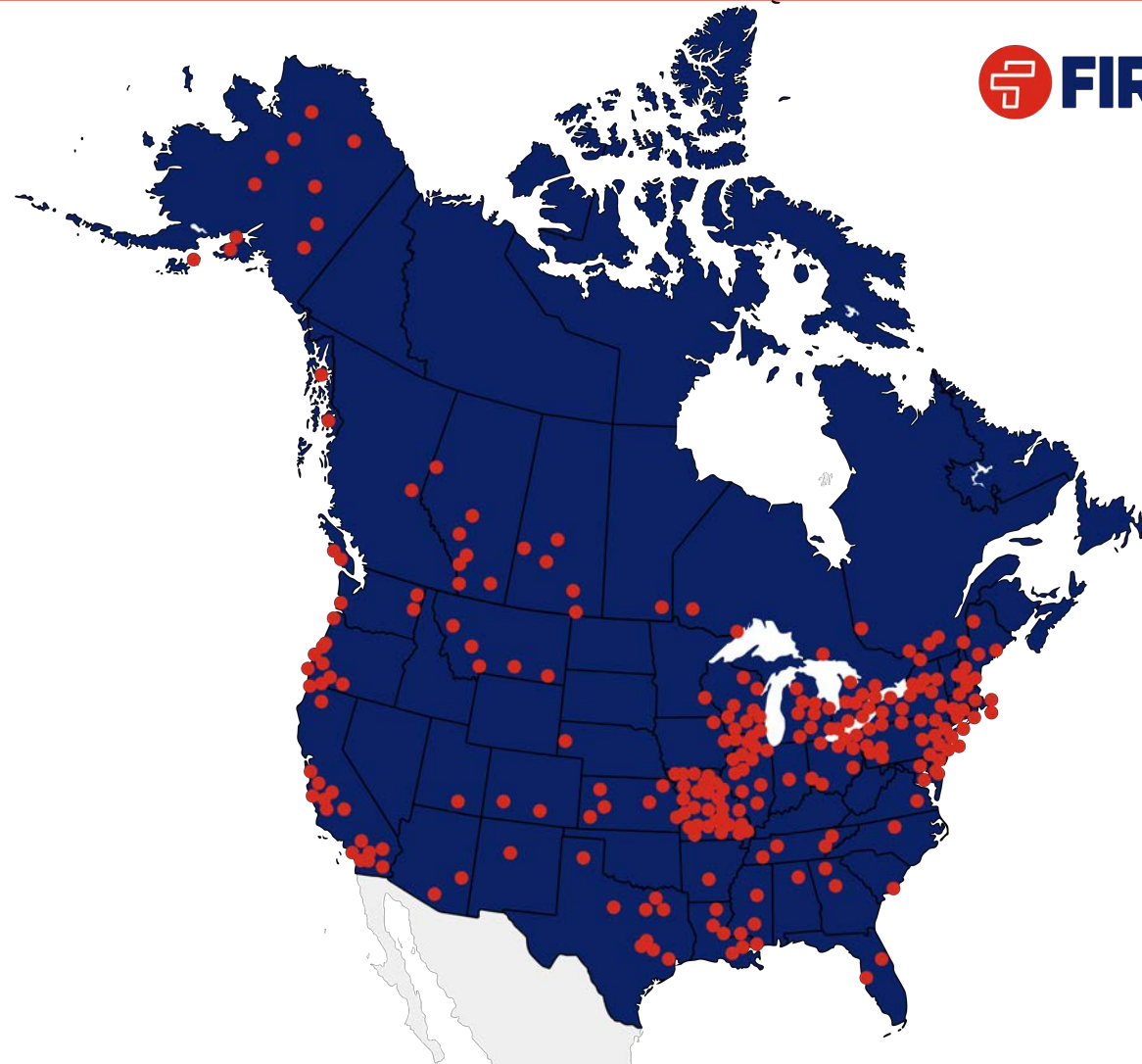
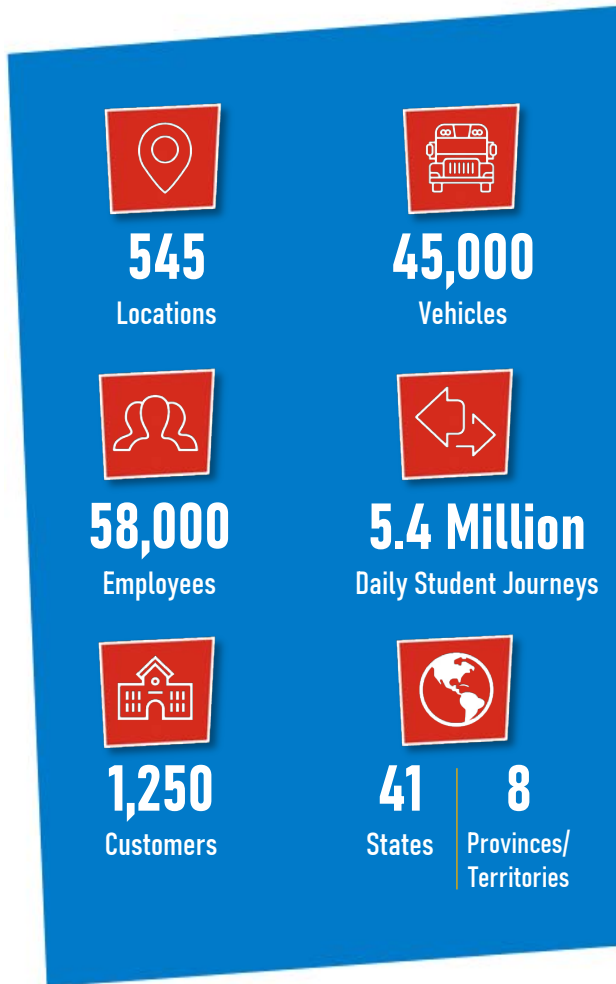


startups
(4)



FTP

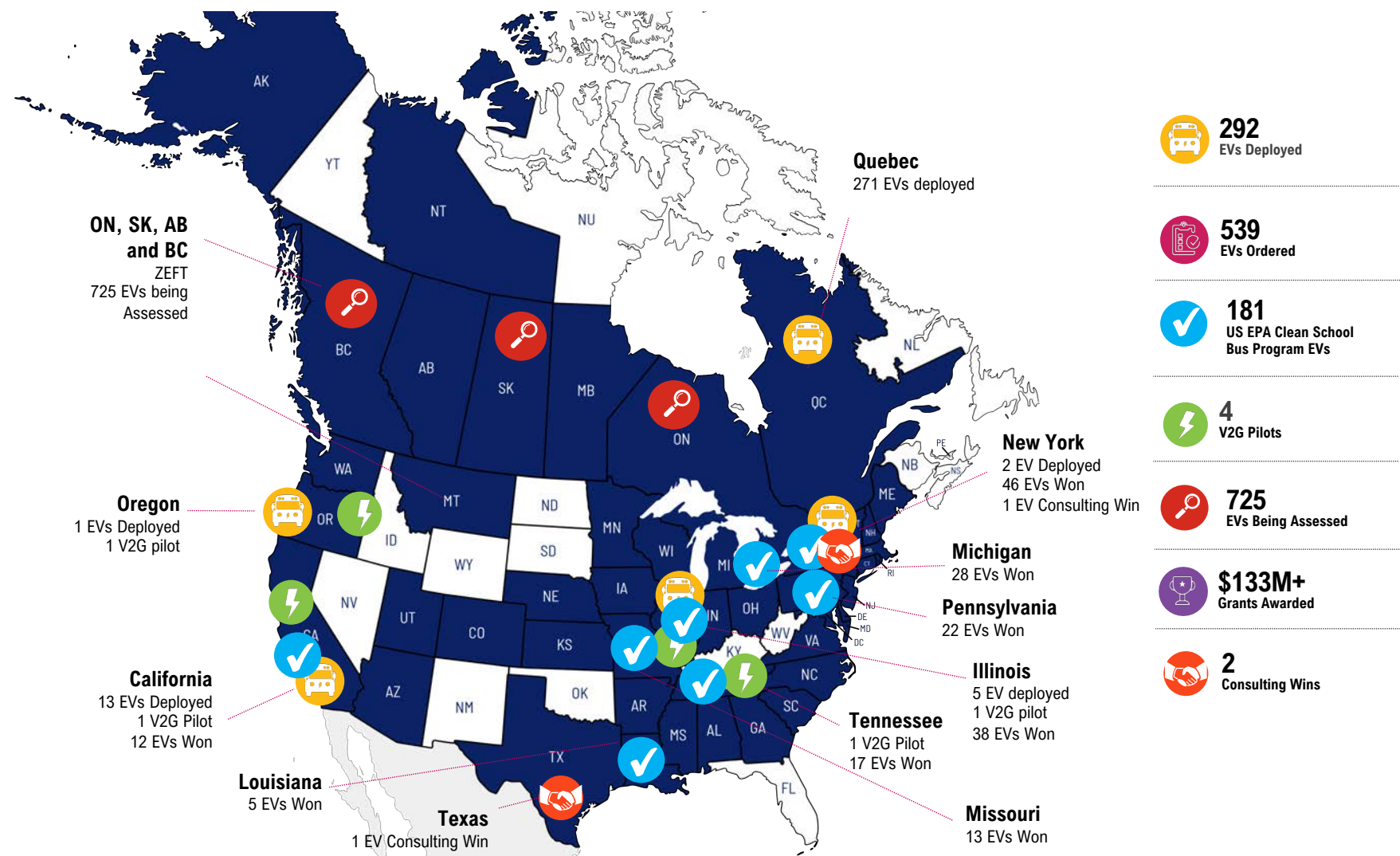
THE RECOGNIZED INDUSTRY LEADER




















 **FIRST**student

EQT

OUR BUSES HAVE DRIVEN OVER 2,000,000 MILES

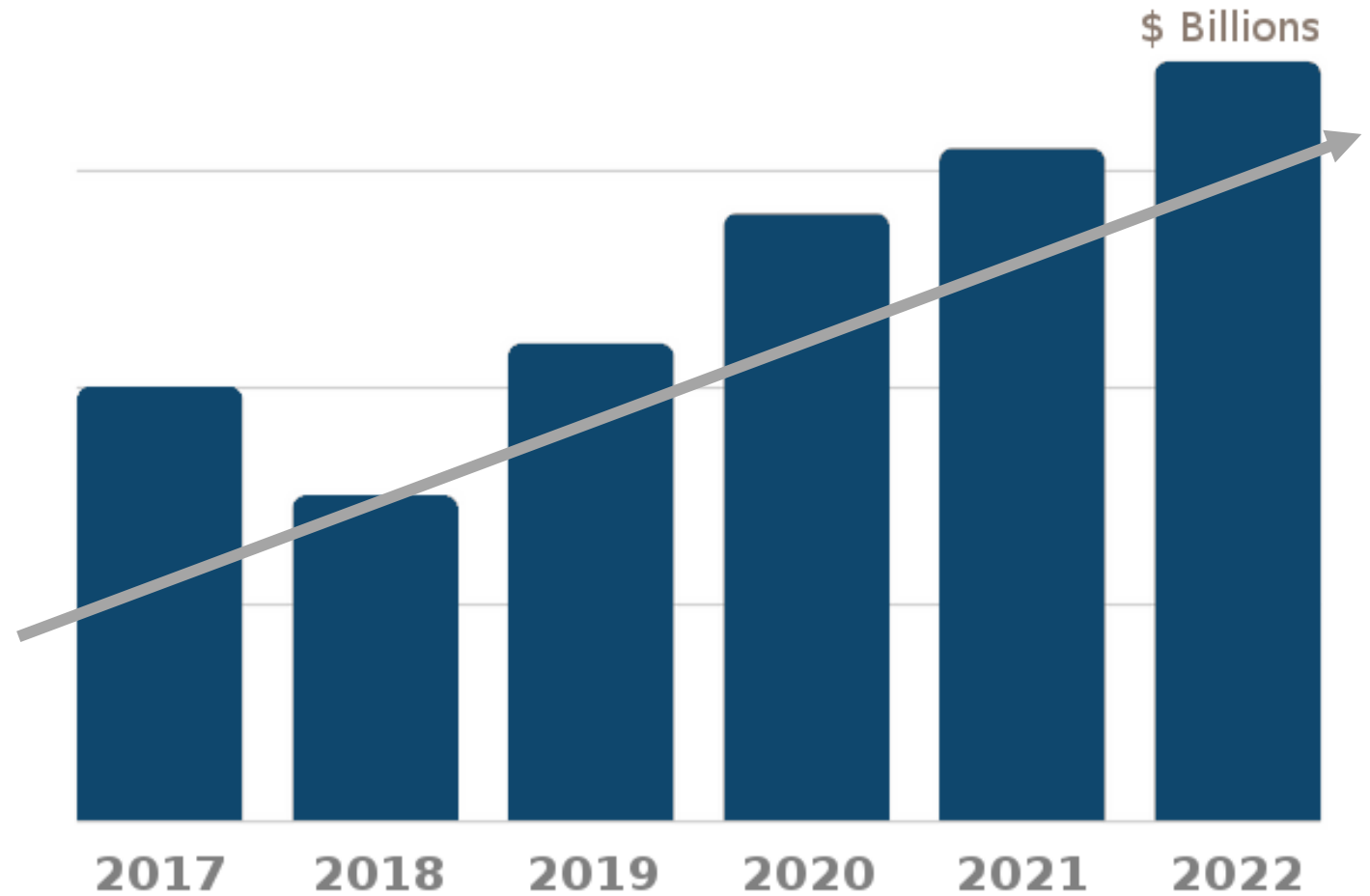


Individualized Services Consulting and standalone services for districts not interested in full outsourcing		Home to School Transportation Operate Daily Home-to-School Student Transportation for Contracted School Districts				Charter Services to contracted and non-contracted customers	
Core Growth Opportunity		Core Business			Core Growth Opportunity	Core Growth Opportunity	
Transportation Consulting	Maintenance and Routing Services	General Yellow School Bus	Special Education	Van Service	Alternative Transportation	Electric School Buses	Charter
							
Solutions, support and training mainly focused on routing, maintenance and safety	Individualized routing services like new system builds & full-service routing, and maintenance services like on-demand & full-service maintenance	Contracted student transportation services for school districts	First Serves provides safe, supportive and reliable transportation for students who require extra care	Specialized solution to unique student transportation challenges, including McKinney-Vento, SPED and out-of-district students	Alternative transportation service built from a network of local transportation service providers that handle everything from SPED, to MKV, to service assurance	Consulting services, maintenance solutions and turnkey solutions for districts to add electric school buses, or to electrify large portions of their fleet	1. Student Affordable transportation for student extracurricular activities, incorporated in core business contracts.  2. Commercial Private, customizable, local charter transportation service for non-school activities such as youth groups, summer camps, businesses and parties

Individualized Services Consulting and standalone services for districts not interested in full outsourcing		Home to School Transportation Operate Daily Home-to-School Student Transportation for Contracted School Districts			Charter Services to contracted and non-contracted customers	
Core Growth Opportunity		Core Business			Core Growth Opportunity	
Transportation Consulting	Maintenance and Routing Services	General Yellow School Bus	Special Education	Van Service	Alternative Transportation	Electric School Buses
						
Solutions, support and training mainly focused on routing, maintenance and safety	Individualized routing services like new system builds & full-service routing, and maintenance services like on-demand & full-service maintenance	Contracted student transportation services for school districts	First Serves provides safe, supportive and reliable transportation for students who require extra care	Specialized solution to unique student transportation challenges, including McKinney-Vento, SPED and out-of-district students	Alternative transportation service built from a network of local transportation service providers that handle everything from SPED, to MKV, to service assurance	Consulting services, maintenance solutions and turnkey solutions for districts to add electric school buses, or to electrify large portions of their fleet
						1. Student Affordable transportation for student extracurricular activities, incorporated in core business contracts.
						 2. Commercial Private, customizable, local charter transportation service for non-school activities such as youth groups, summer camps, businesses and parties

Special Needs Transportation

Market Size



Source: AnythingResearch
Special Needs Transportation Report

MARKET OPTIONS



BACK TO SCHOOL

EDUCATION NEWS &
RESEARCH

Grades: **ELEMENTARY SCHOOL,**
HIGH SCHOOL, MIDDLE SCHOOL

The School Bus Driver Shortage Is Worse Than Ever

Families are scrambling to get their kids to school.



KDKA-AM Radio Pittsburgh

+ Follow

Local School District Cancelling Classes Due to Bus Driver Shortage

Story by Zach Moore • 2d

NATIONAL

Why are so many school districts struggling to find good bus drivers?

August 25, 2023 • 5:18 AM ET
Heard on [Morning Edition](#)



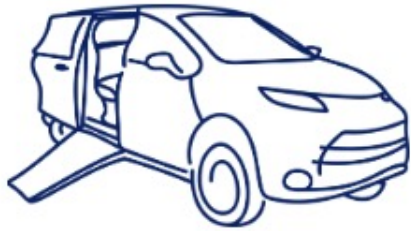
BACK TO SCHOOL: LIVE UPDATES

National Survey Finds Severe And Desperate School Bus Driver Shortage

PBSO
NEWS
HOUR

Families scramble to find rides as school districts face bus driver shortage

BUSINESS OFFERING



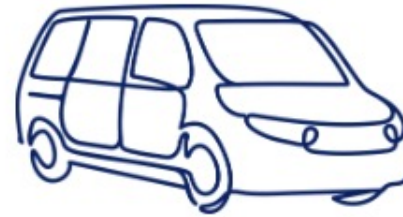
Students with **Special Needs**

FirstAlt's contracted drivers can handle everything from behavioral challenges to special needs equipment.



McKinney Vento Students

Students may need to be picked-up or dropped-off at different locations each day. Our customized software makes this process seamless for caregivers, districts, and drivers.



Out-Of-District Students

Students may need to attend **specialized schools** outside of your district. FirstAlt can accommodate these needs and provide solutions for multi-district billing.



Hard-to-Serve Trips

When transporting students in **remote or hard-to-service areas**, FirstAlt can help free up district resources to use on larger-capacity trips.

BUSINESS OFFERING



Frees up CDL Drivers



Students with Special Needs

FirstAlt's contracted drivers can handle everything from behavioral challenges to special needs equipment.



McKinney Vento Students

Students may need to be picked-up or dropped-off at different locations each day. Our customized software makes this process seamless for caregivers, districts, and drivers.



Out-Of-District Students

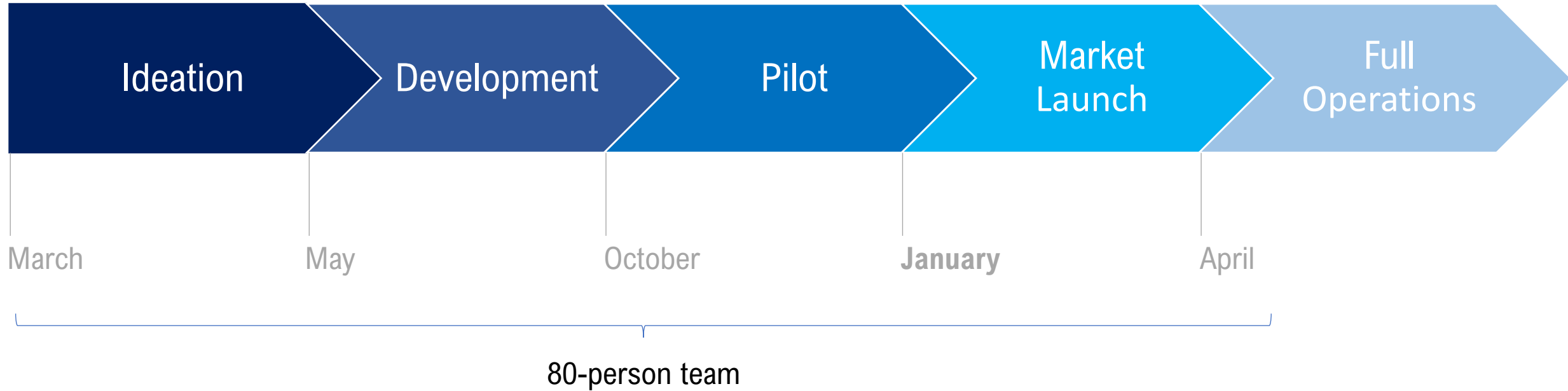
Students may need to attend specialized schools outside of your district. FirstAlt can accommodate these needs and provide solutions for multi-district billing.



Hard-to-Serve Trips

When transporting students in remote or hard-to-service areas, FirstAlt can help free up district resources to use on larger-capacity trips.

TIMELINE





9:41

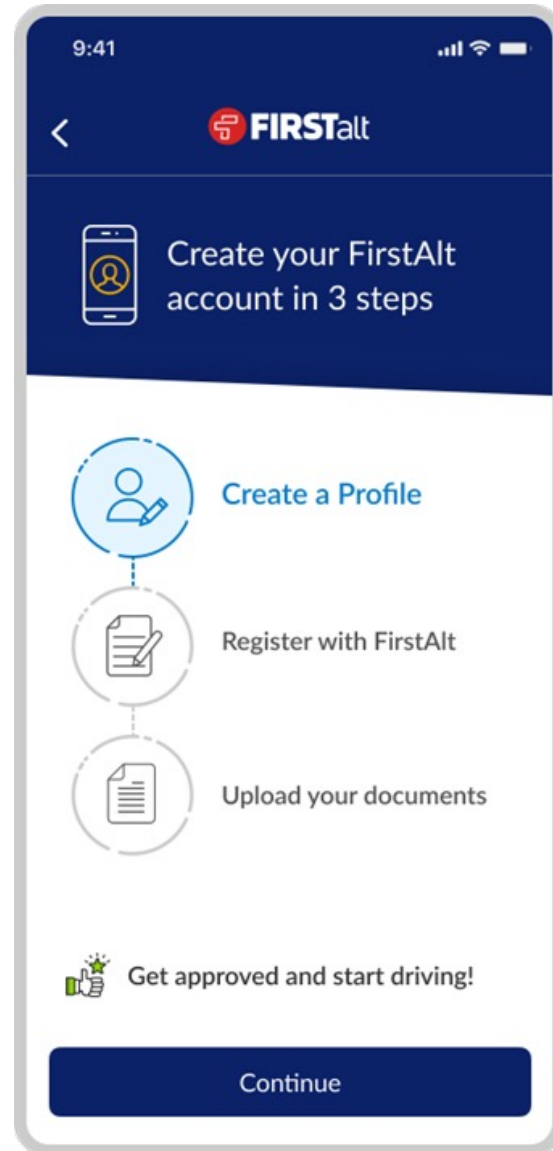
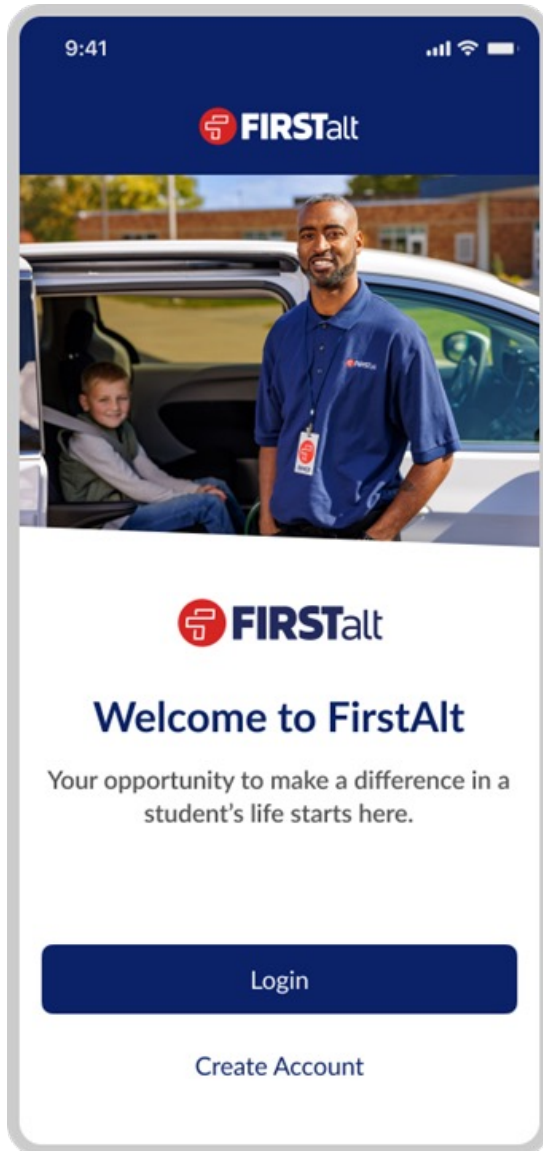


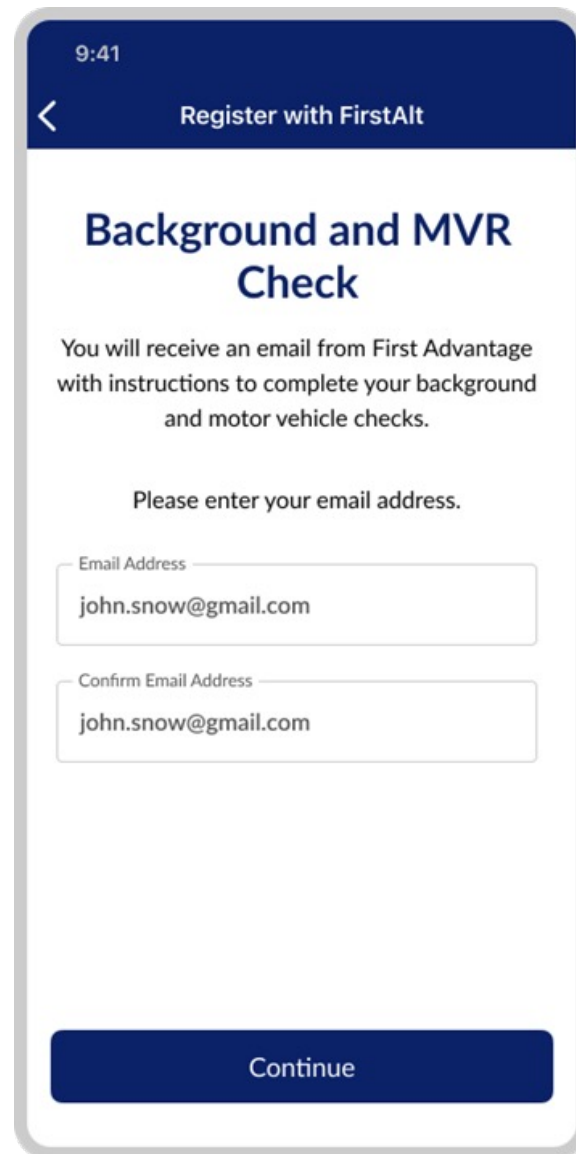
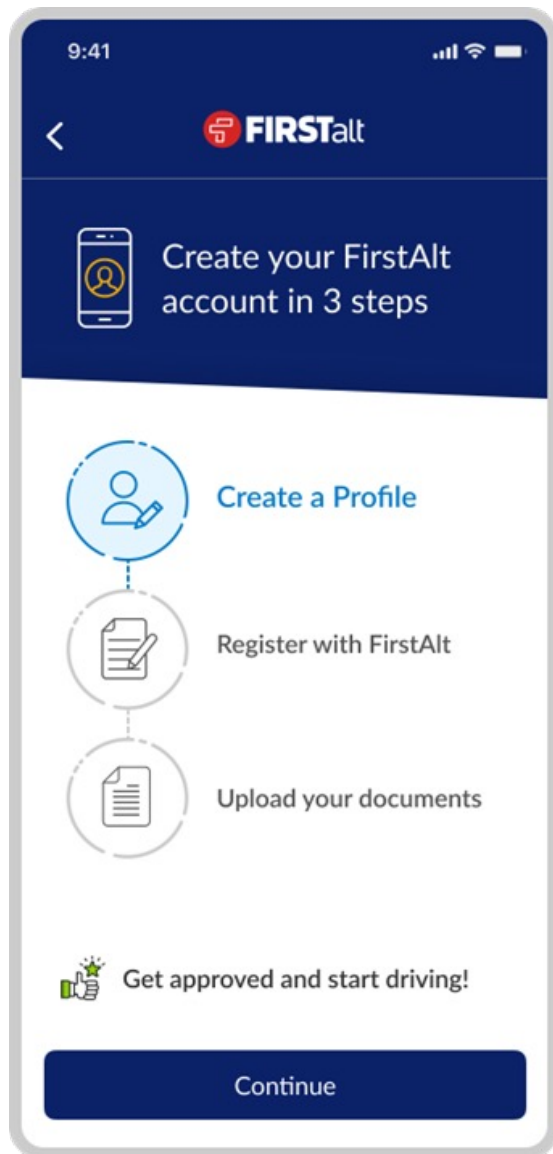
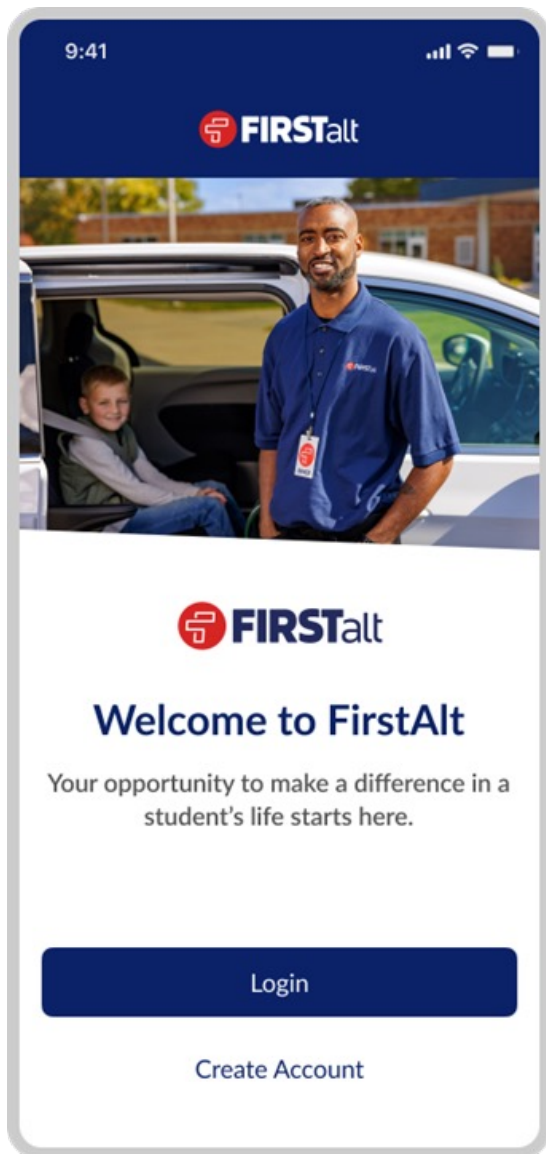
Welcome to FirstAlt

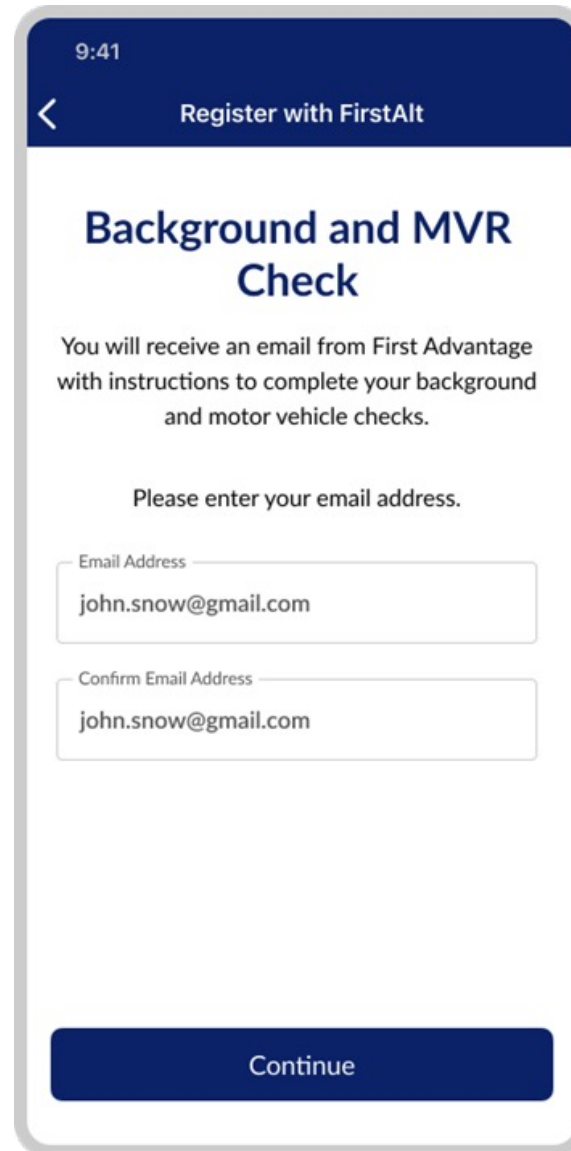
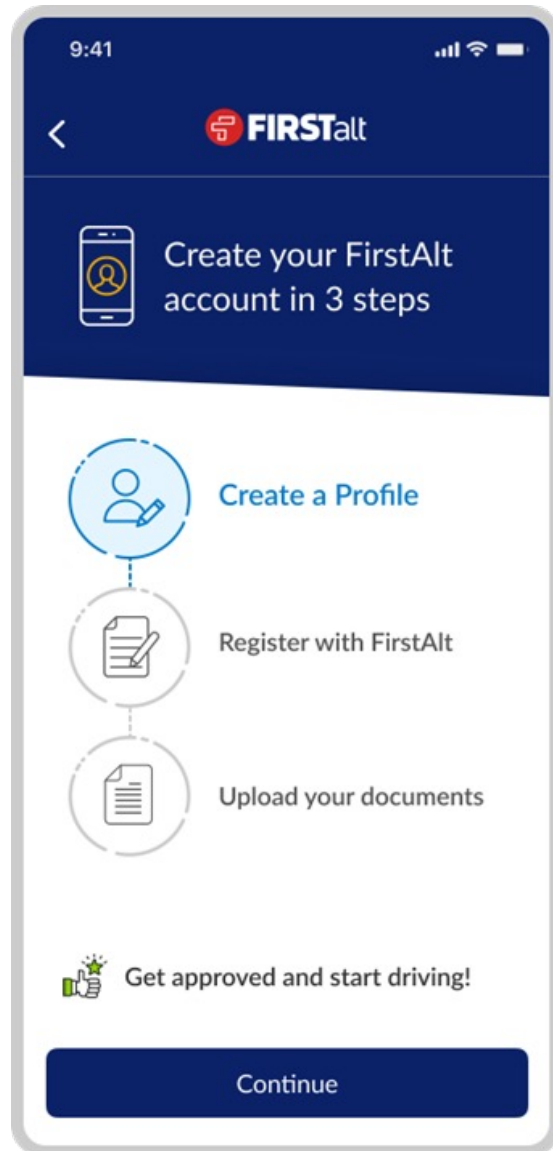
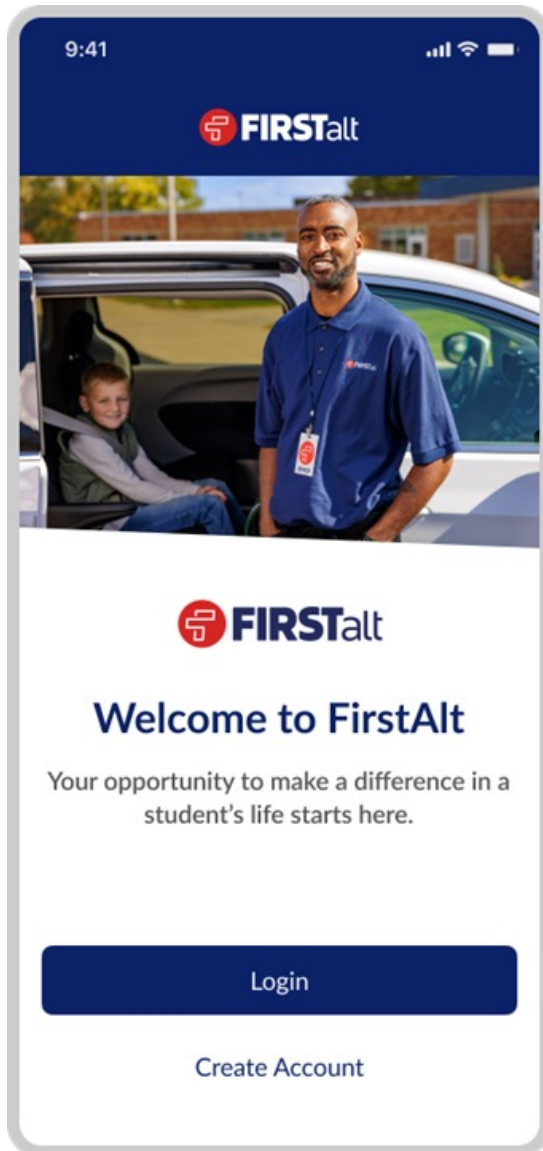
Your opportunity to make a difference in a student's life starts here.

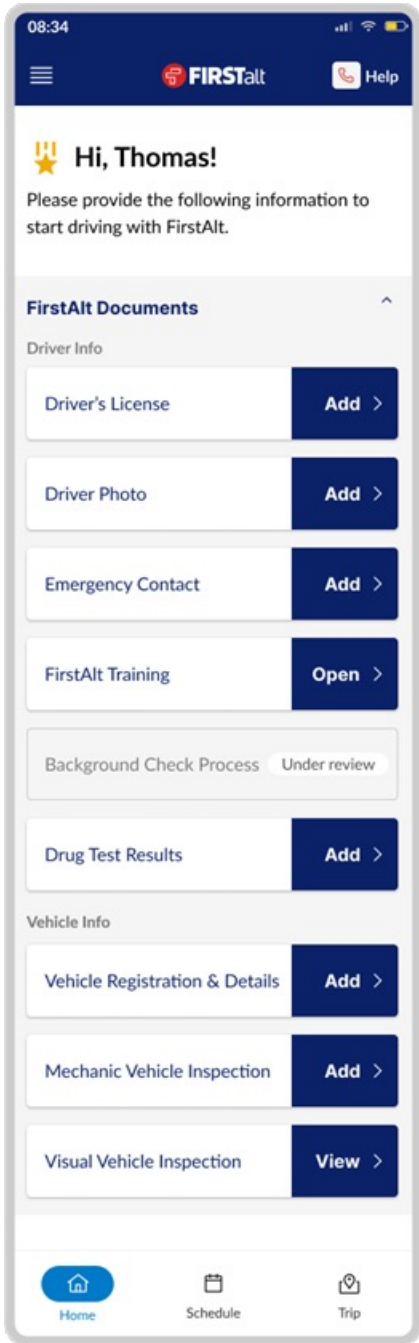
Login

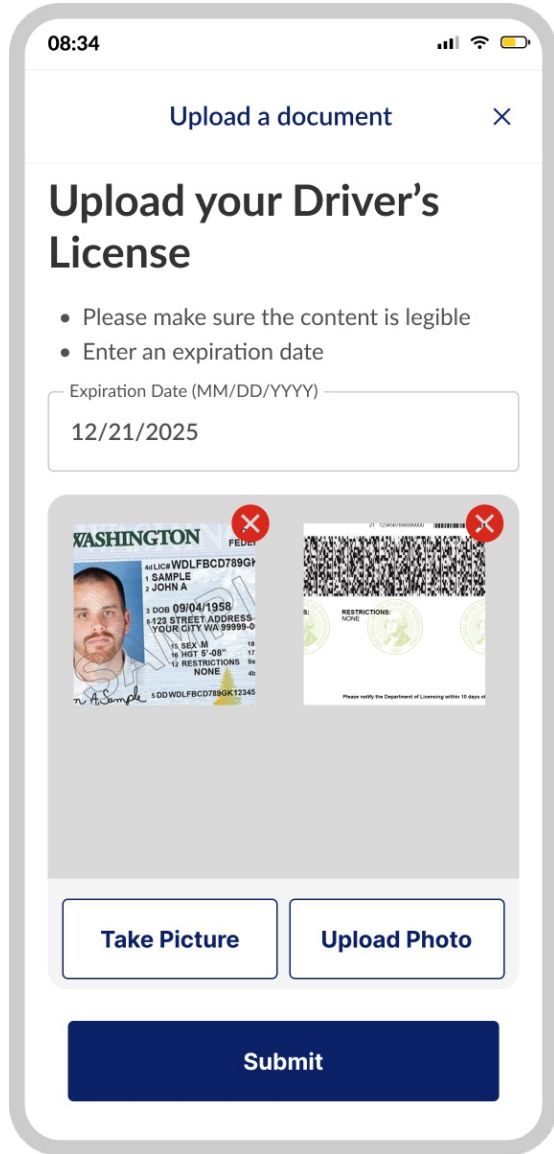
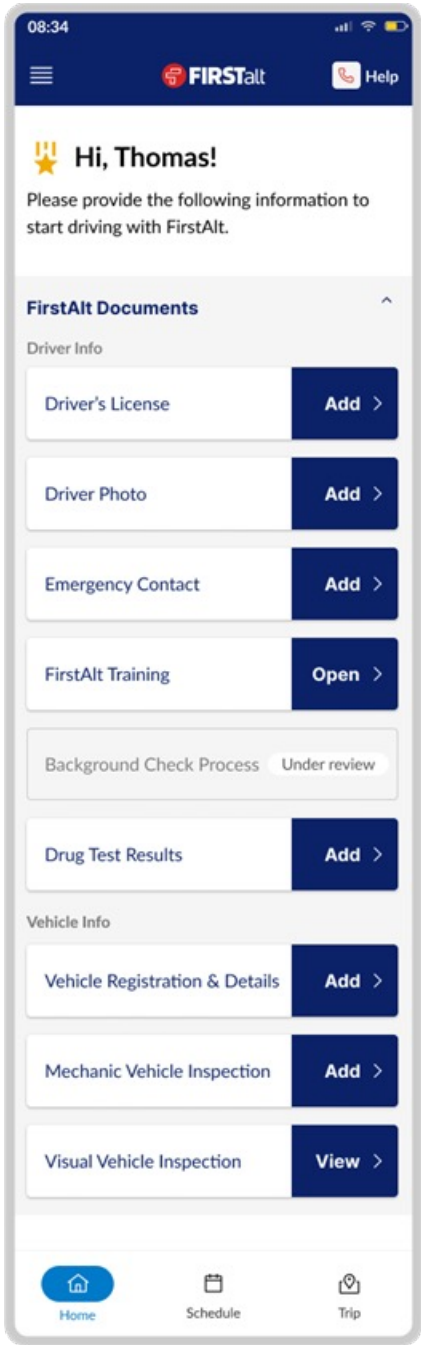
Create Account

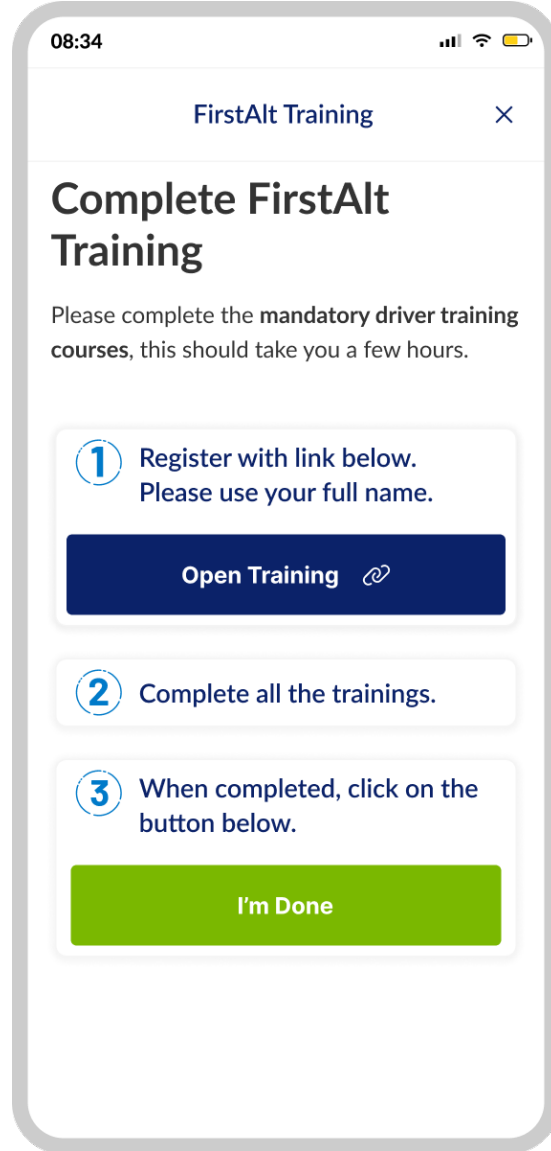
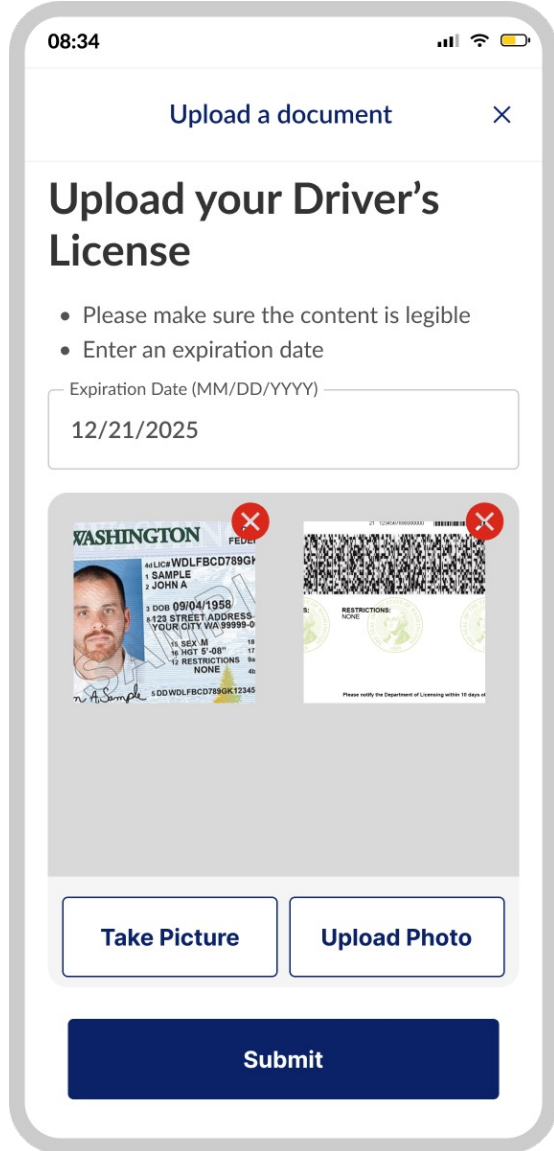
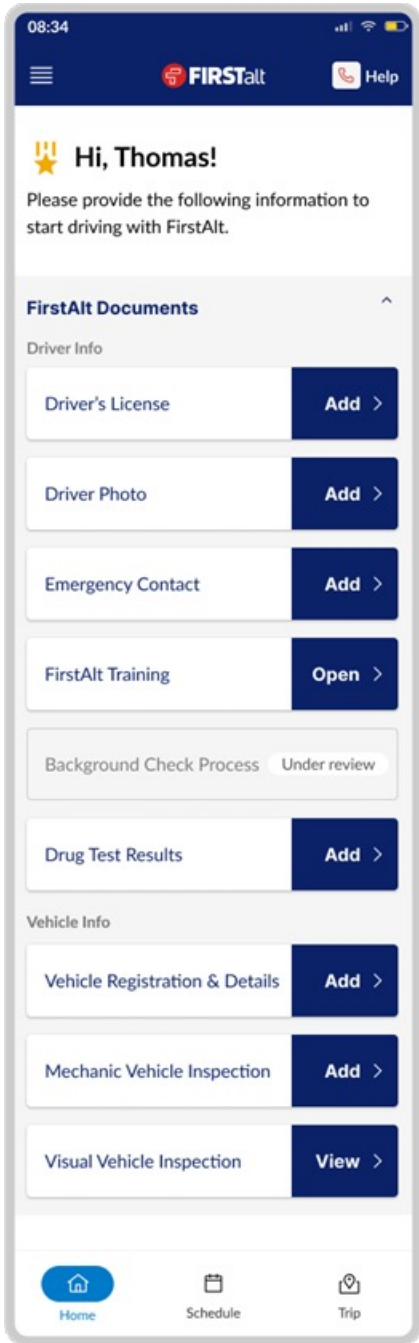


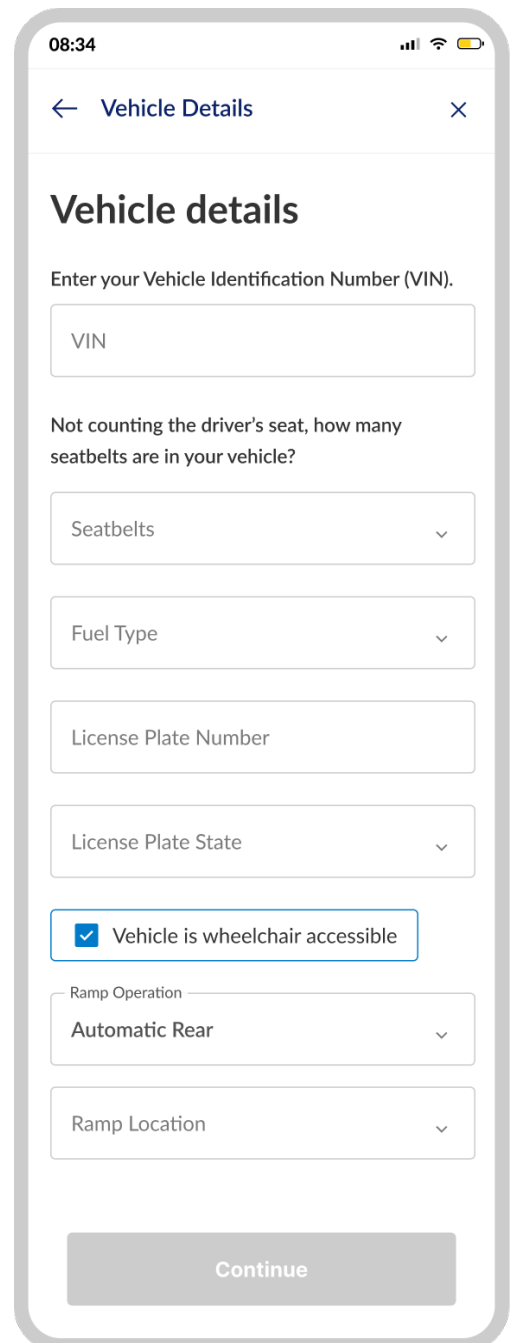
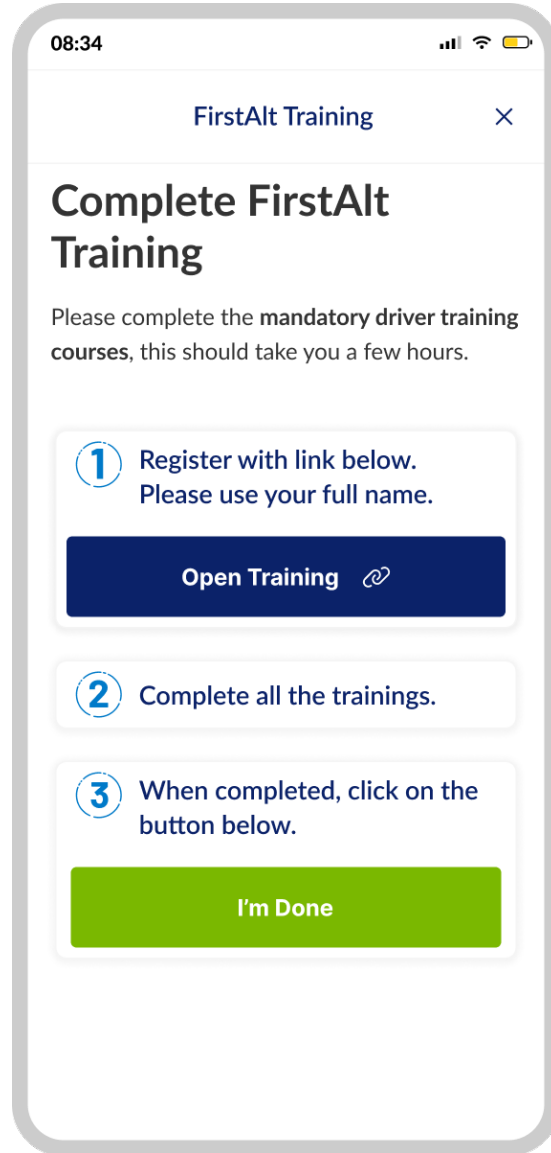
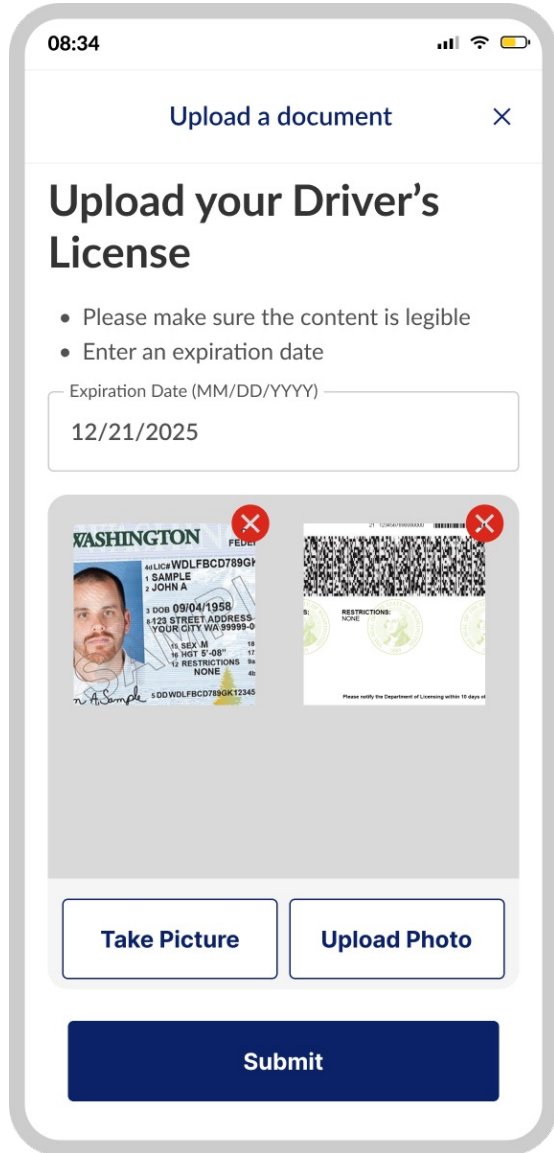
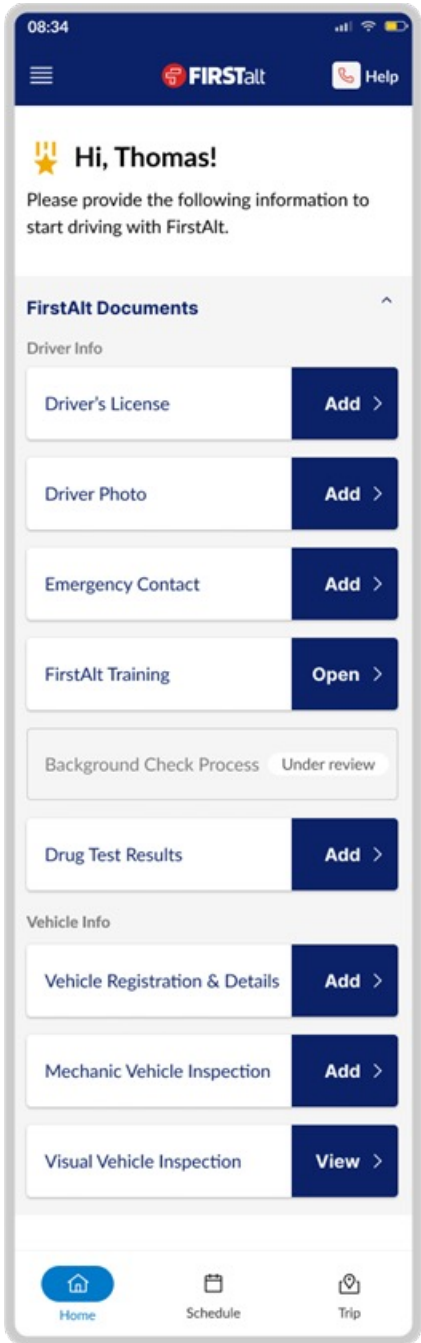


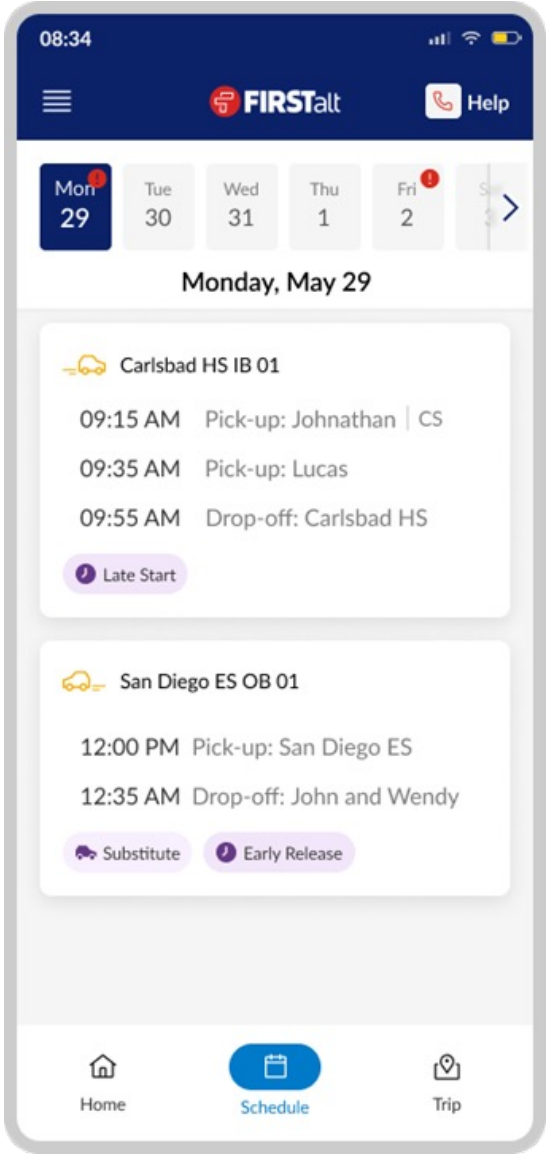


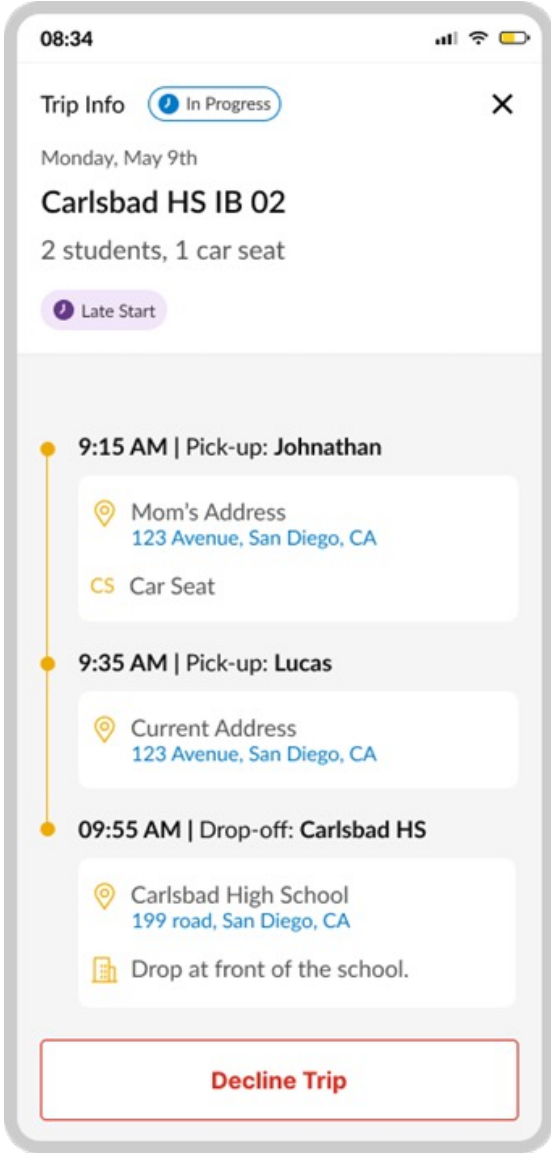
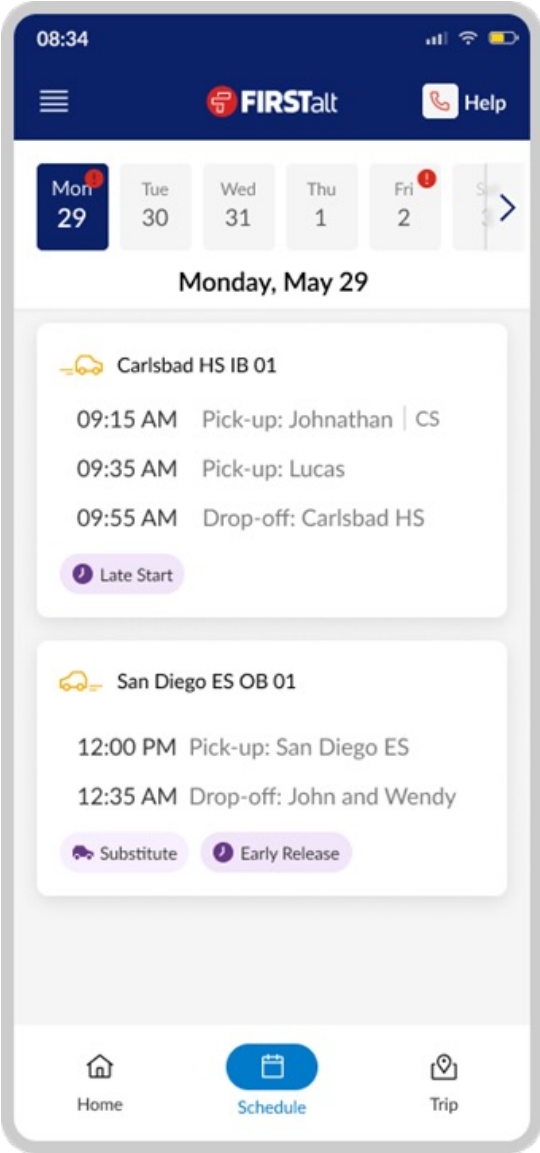


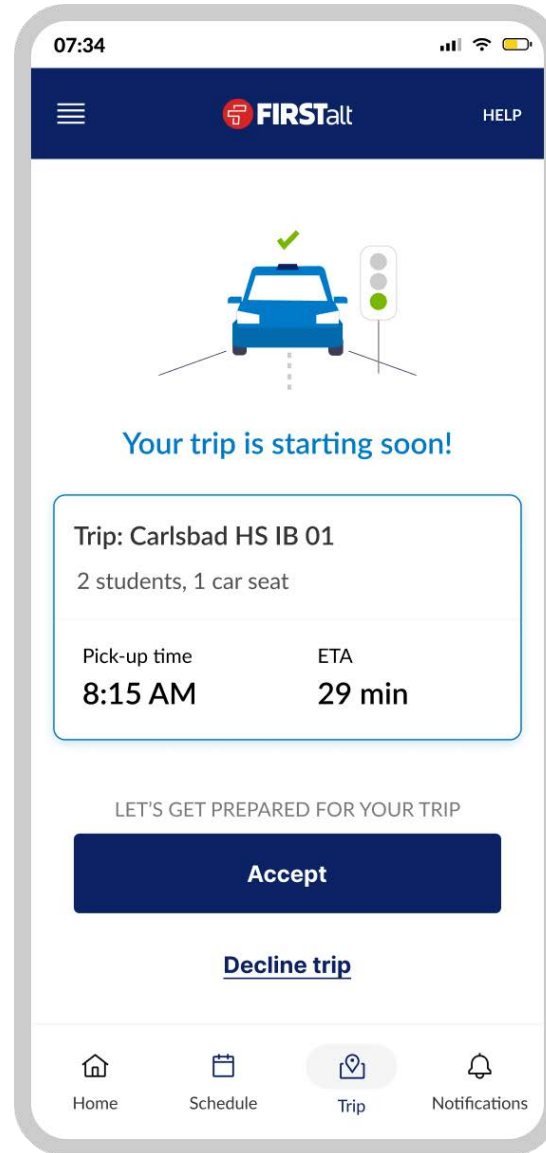
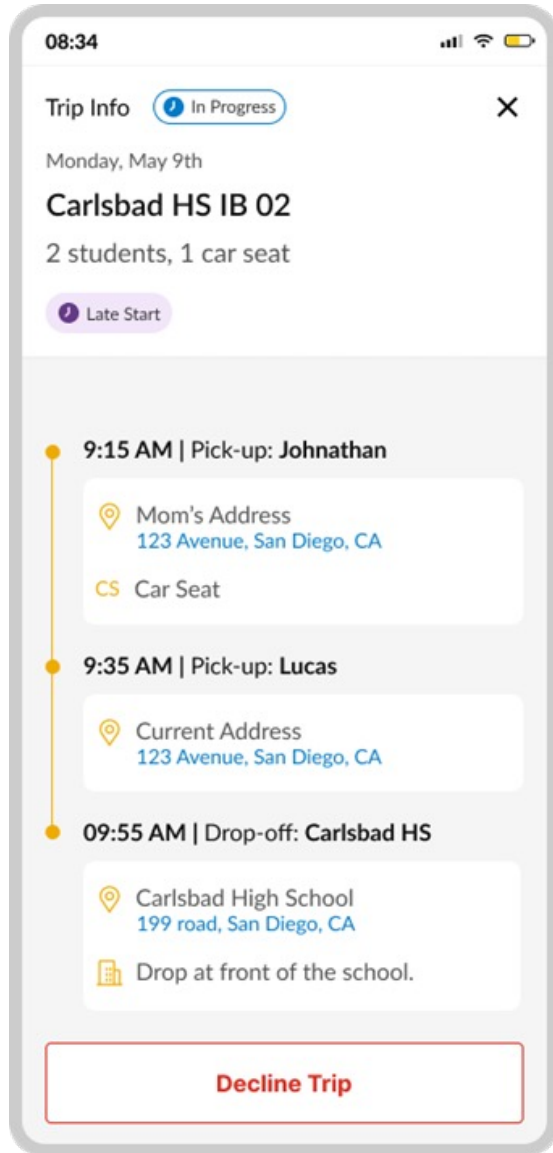
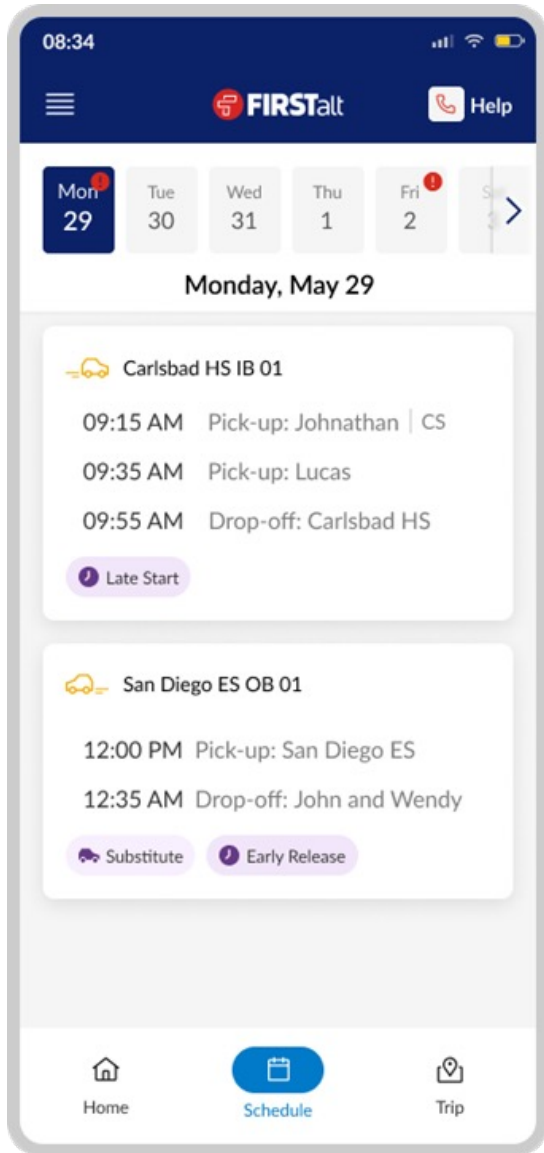


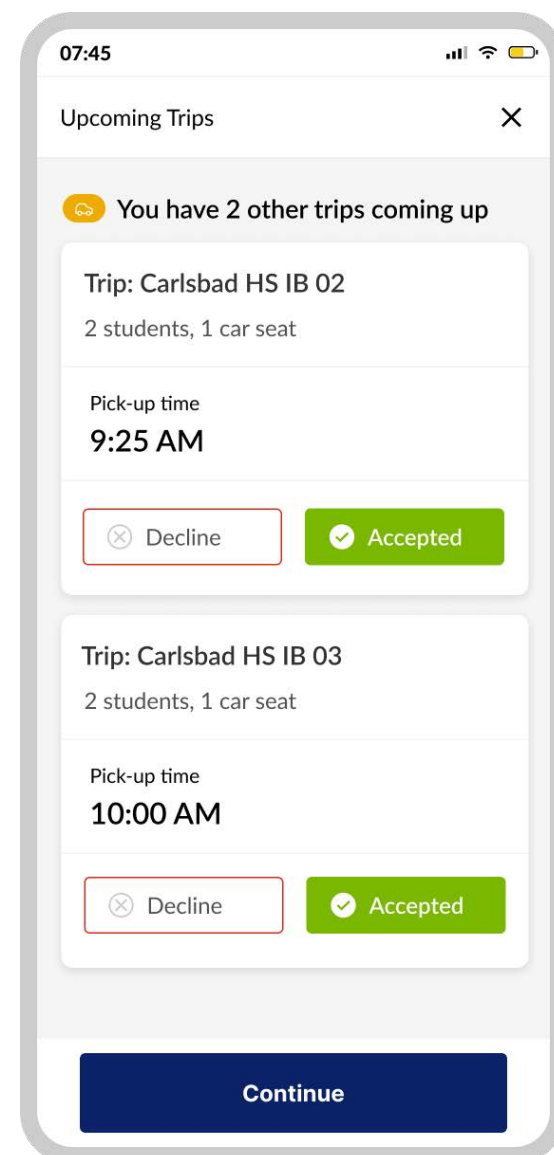
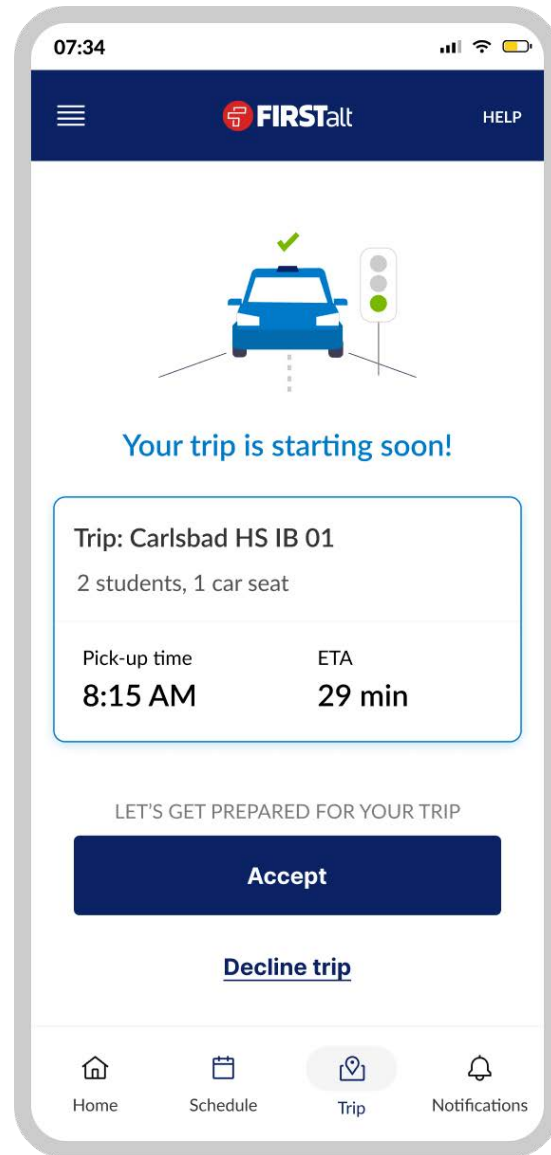
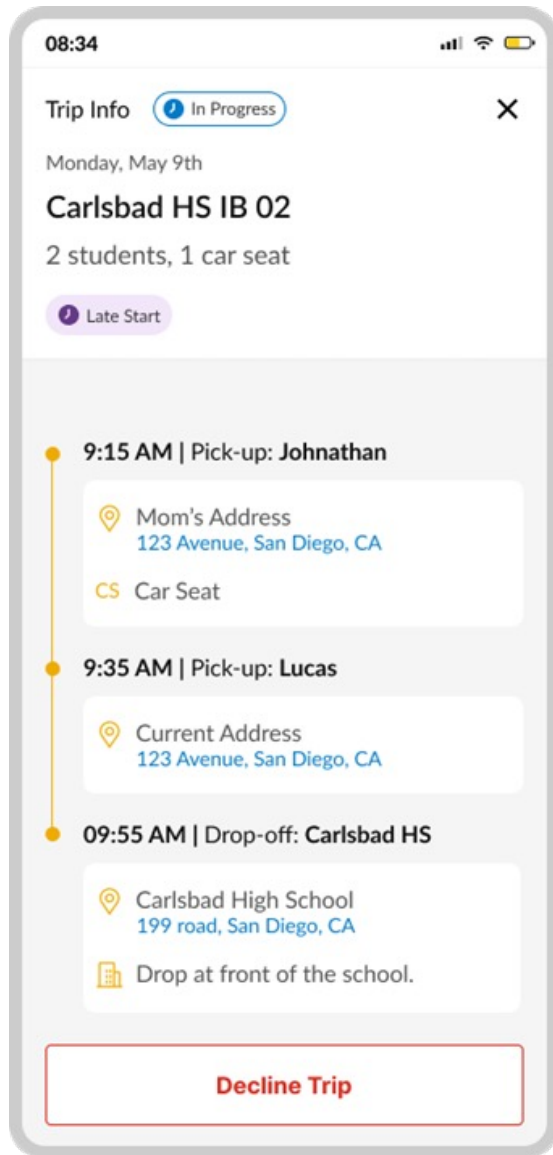
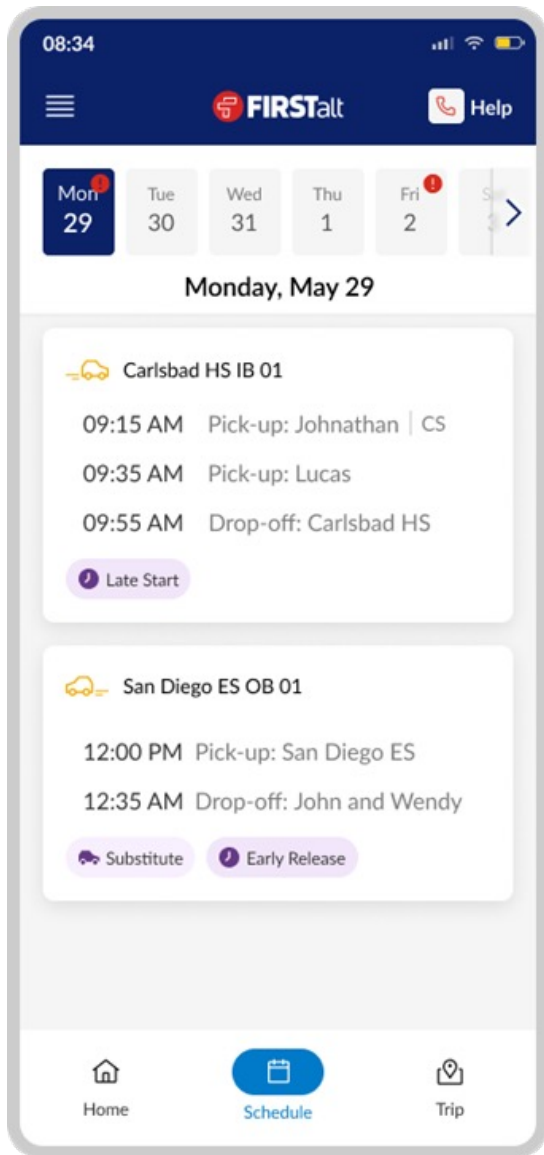












07:34



Pre-Trip Vehicle Check

Check the items below on your vehicle before departure.

Required Functionality

- ✓ Lights
 - Head Lights
 - Turn Signals
 - Brake Lights
 - Dashboard Lights
- ✓ Doors/Windows
 - Child Safety Locks
 - Window Locks
 - Door Locks
- ✓ Tires meet standards
- ✓ Working seatbelts

Additional Items

- ✓ AC & Heater – (weather dependent)
- ✓ Mirrors & Windshield
- ✓ Fueled or Charged
- ✓ Student Equipment (as needed per trip)
- ✓ Emergency Equipment (if required by contract)
 - Horn, First Aid Kit
 - Fire Extinguisher
 - Seatbelt cutter, Safety Triangles
- ✓ Wheelchair (if applicable)
 - Ramps
 - Lifts

Pre-Trip Check Done

Vehicle Needs Attention

07:34

Pre-Trip Vehicle Check

Check the items below on your vehicle before departure.

Required Functionality

✓

Lights

- Head Lights
- Turn Signals
- Brake Lights
- Dashboard Lights

✓

Doors/Windows

- Child Safety Locks
- Window Locks
- Door Locks

✓

Tires meet standards

✓

Working seatbelts

Additional Items

✓

AC & Heater – (weather dependent)

✓

Mirrors & Windshield

✓

Fueled or Charged

✓

Student Equipment (as needed per trip)

✓

Emergency Equipment (if required by contract)

- Horn, First Aid Kit
- Fire Extinguisher
- Seatbelt cutter, Safety Triangles

✓

Wheelchair (if applicable)

- Ramps
- Lifts

Pre-Trip Check Done

Vehicle Needs Attention

07:42

Trip: Carlsbad HS IB 01

2 students, 1 car seat

Help

You're all set!

First stop

Penelope Smith

[123 Avenue, San Diego, CA](#)

Pick-up time

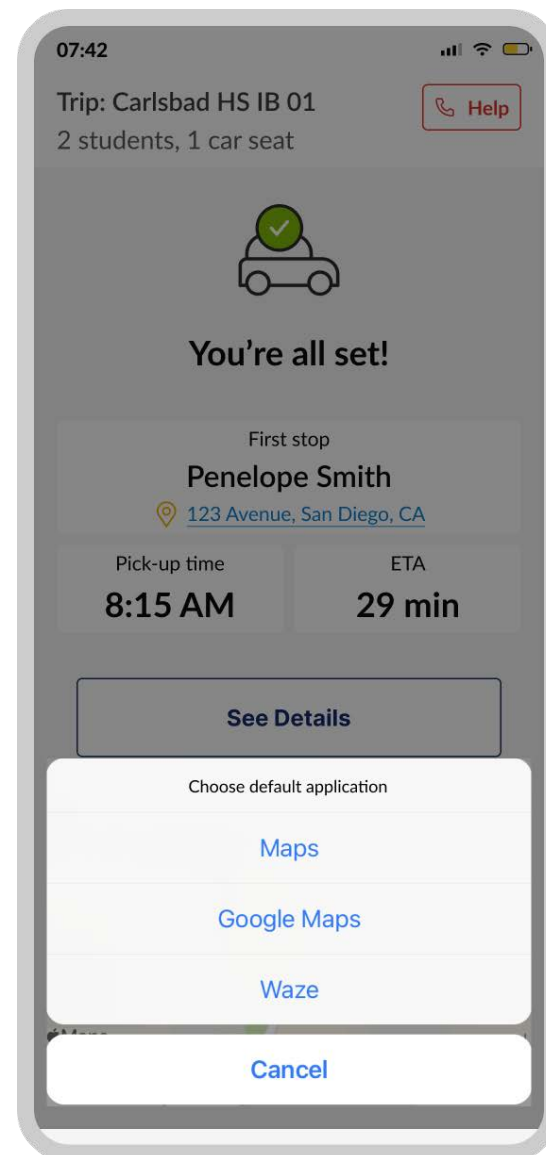
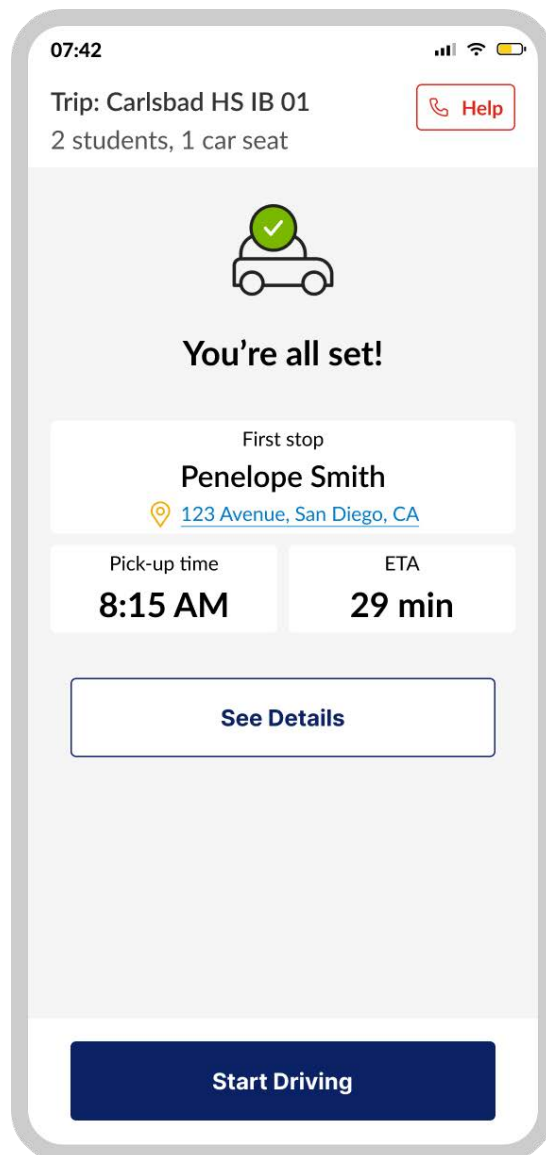
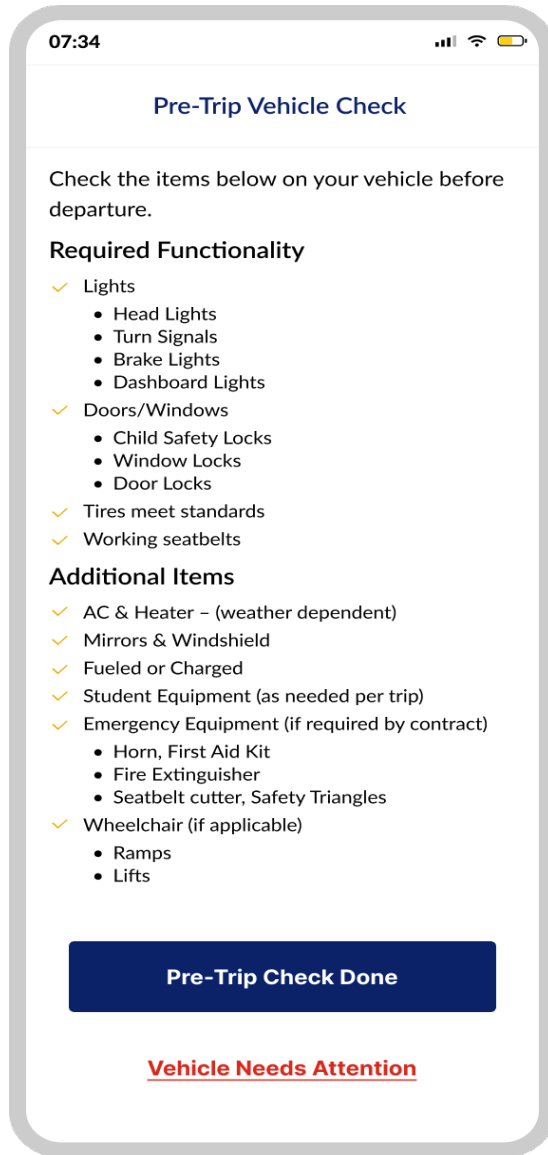
8:15 AM

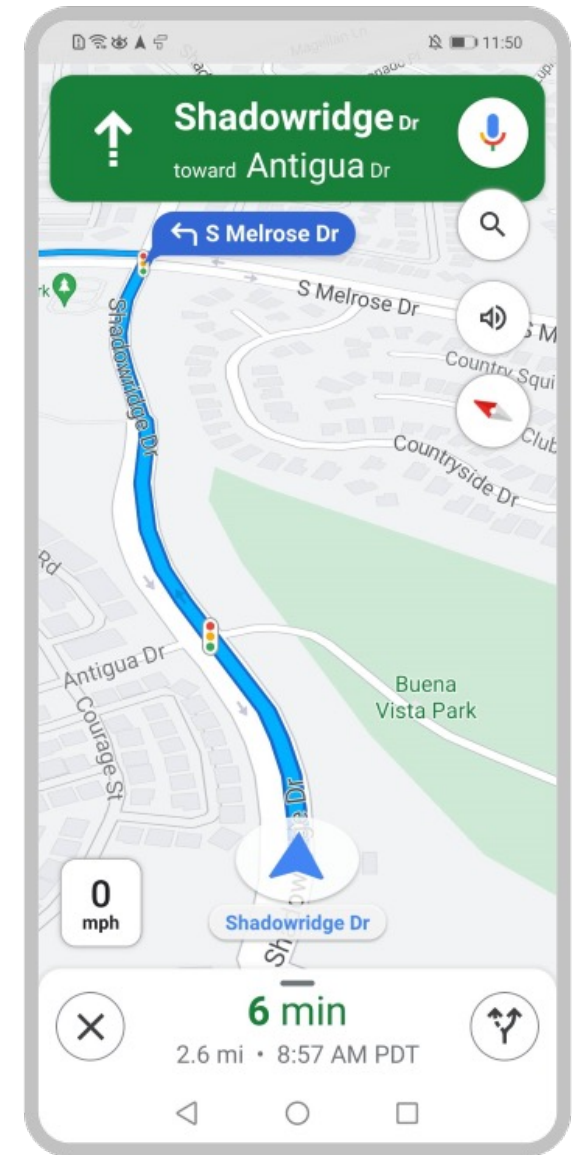
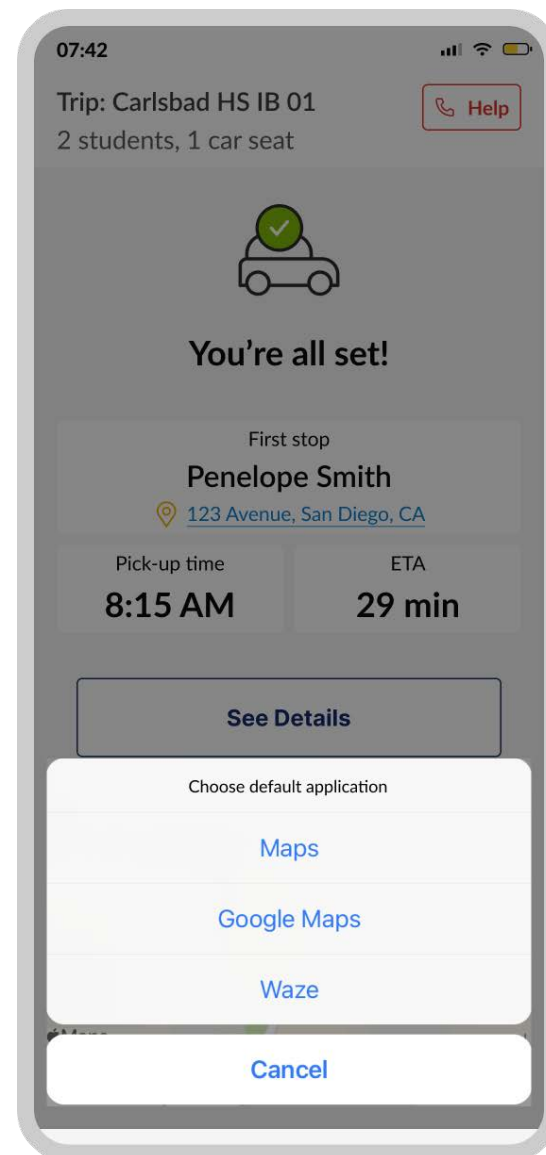
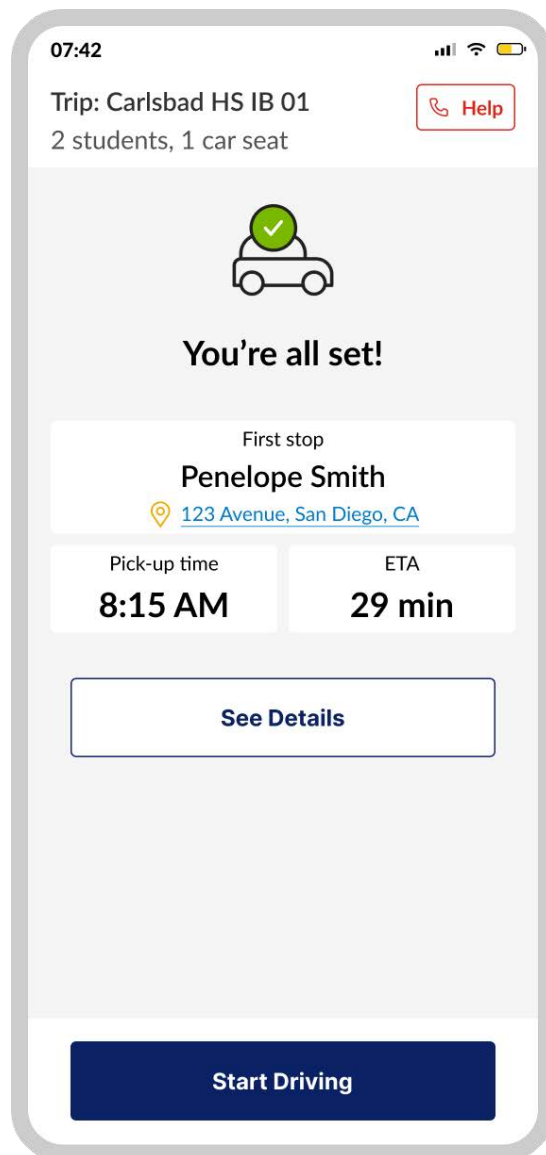
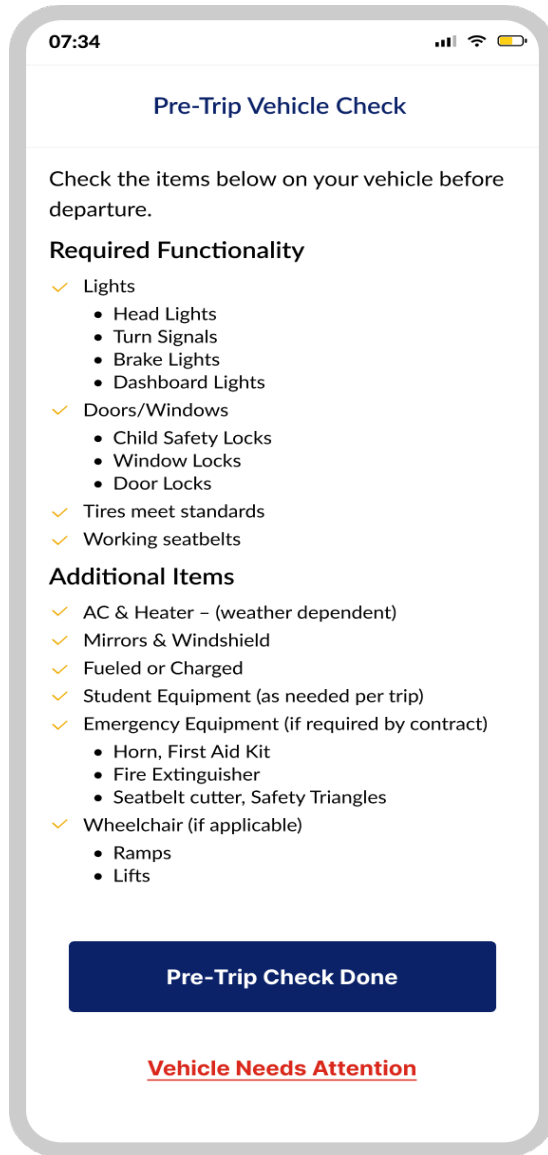
ETA

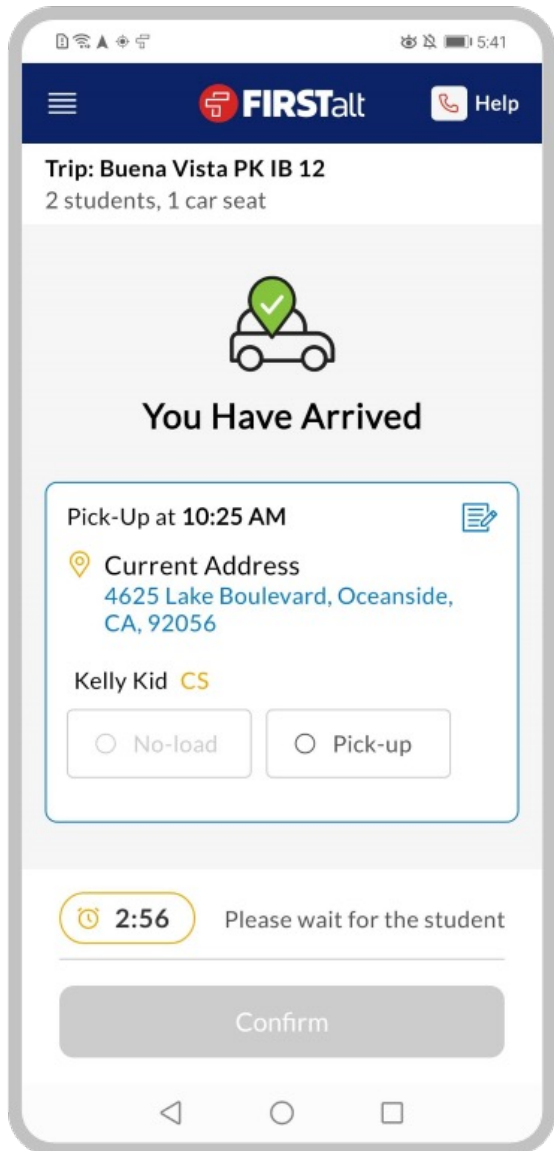
29 min

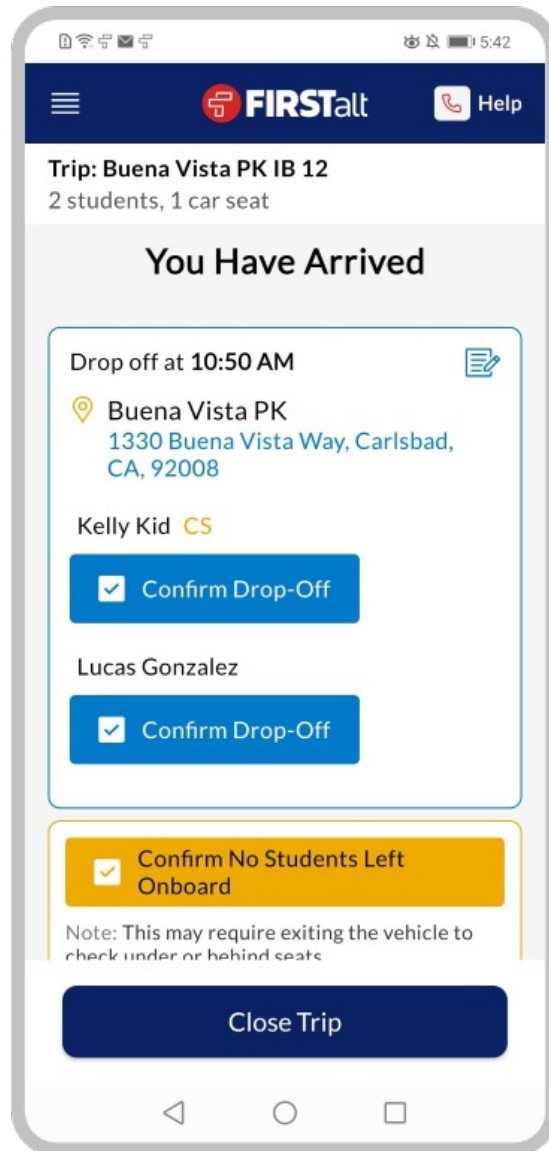
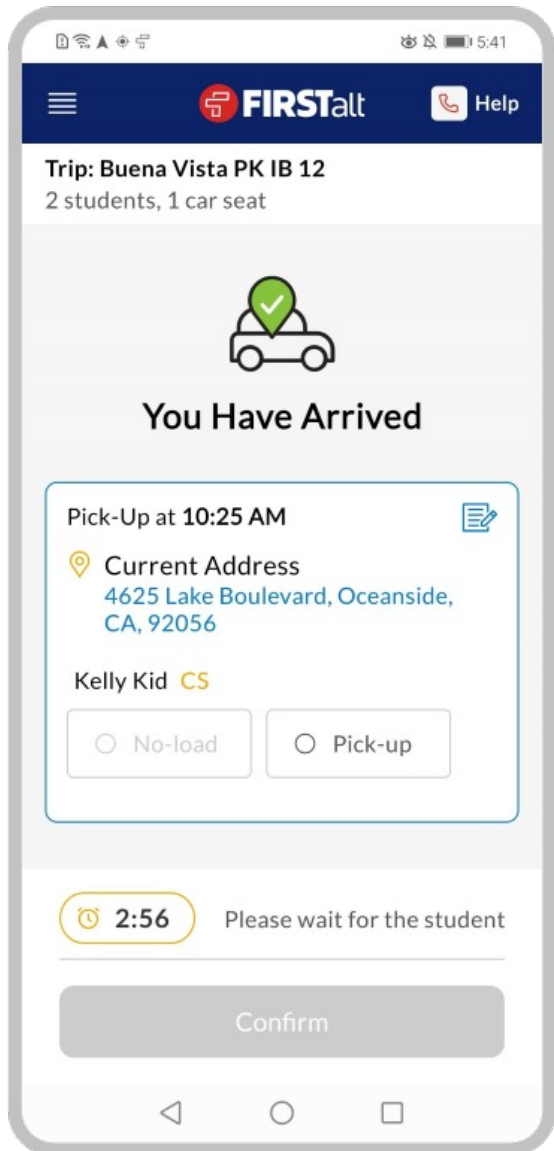
See Details

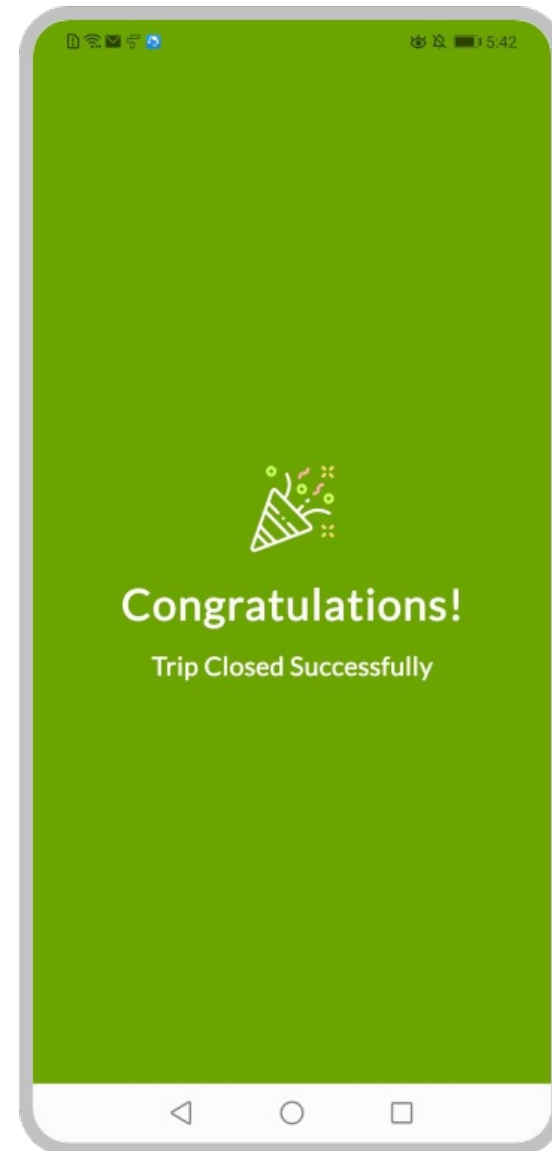
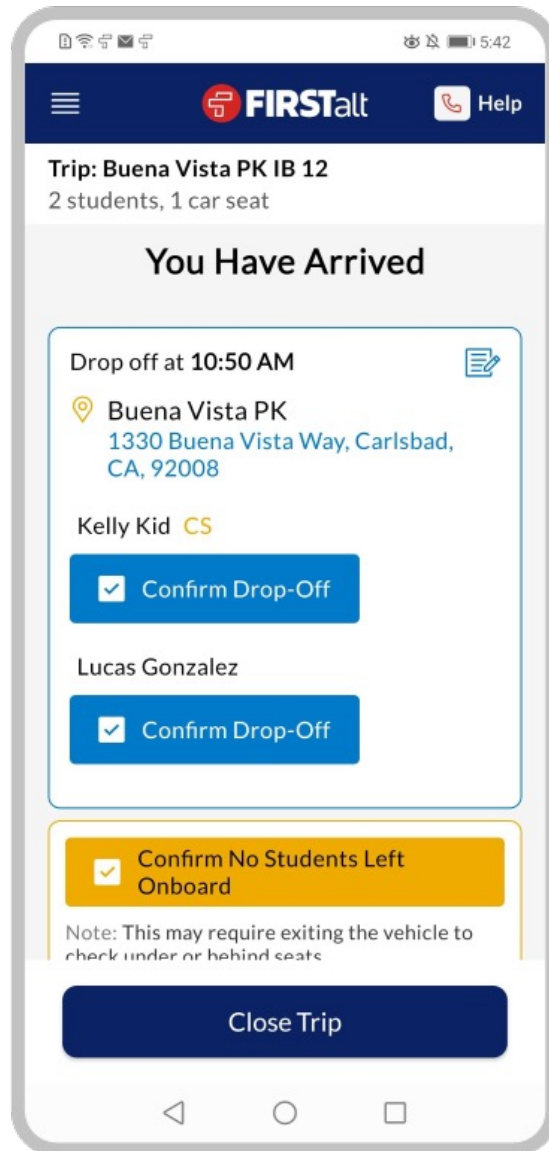
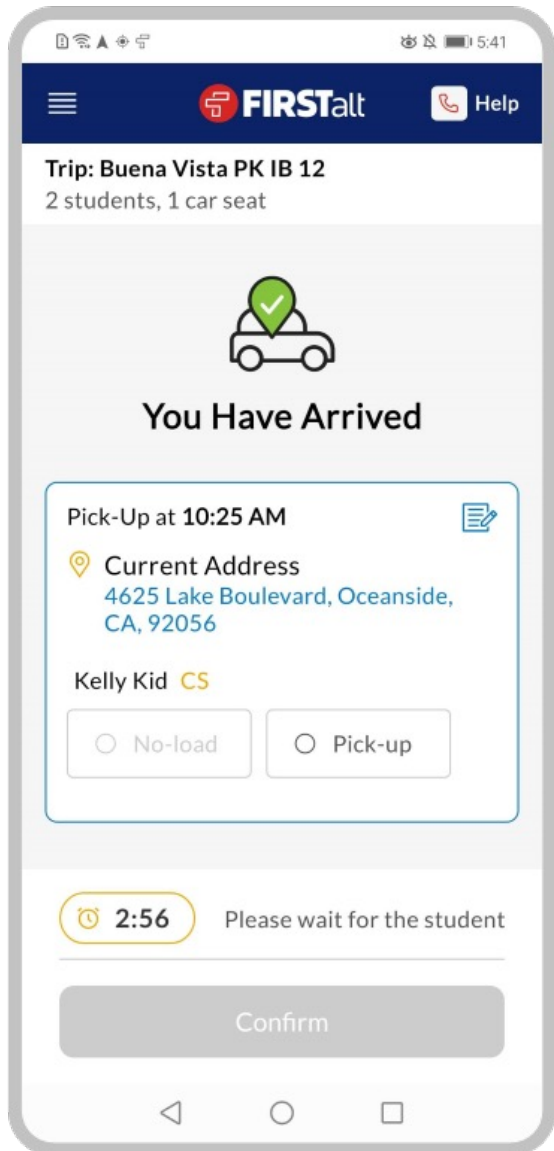
Start Driving



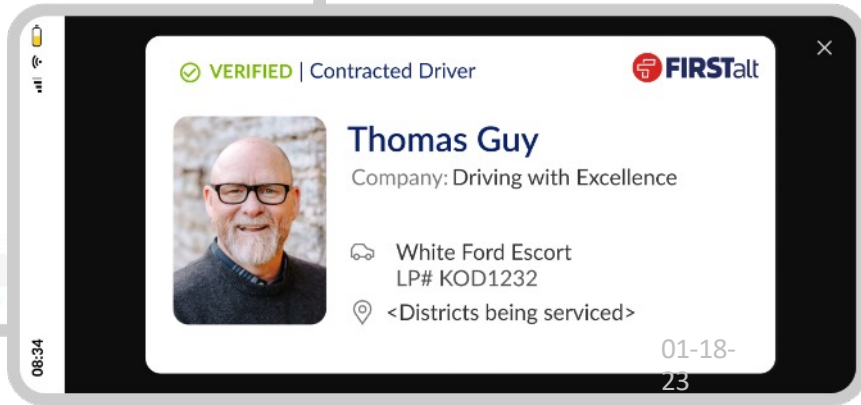
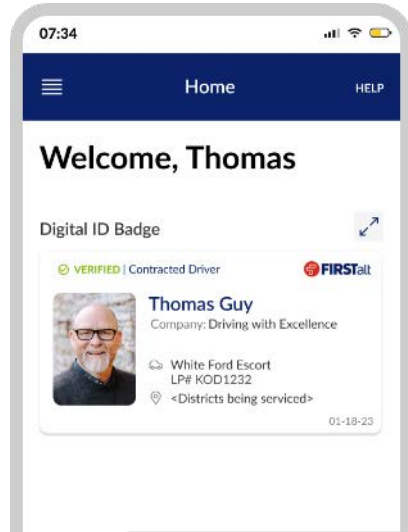








DIGITAL ID & DRIVER / VEHICLE IDENTIFICATION



Driver App ID Badge



Driver ID Badge



Vehicle Window Sticker



The Challenge: Launching a startup with an enterprise



KEY CHALLENGES

Ways of Working

Process

Agile
vs.
Enterprise

Org Alignment

Peers

Startup
vs.
Business Units

Design & Development

Product

Corporate
vs.
Customer

Traditional Dev
vs.
Modern Dev

Talent & Skillsets

Partners

Demand
vs.
Supply

PROCESS

Agile vs. Enterprise



WAYS OF WORKING PRINCIPLES

**Better understanding
of value and
business benefits**

**Deliver value sooner
to the business
and customer**

**Stronger
collaboration
with the business**

**Rapid and
flexible to change**

**Early identification
and mitigation of
risks and issues**

**Faster
decision making**

**Better visibility
of progress**

**Delight customers
and end users**

**Working
software sooner**

**Support evolutionary
design, development
and delivery**

PEERS

Startup vs. Business Units



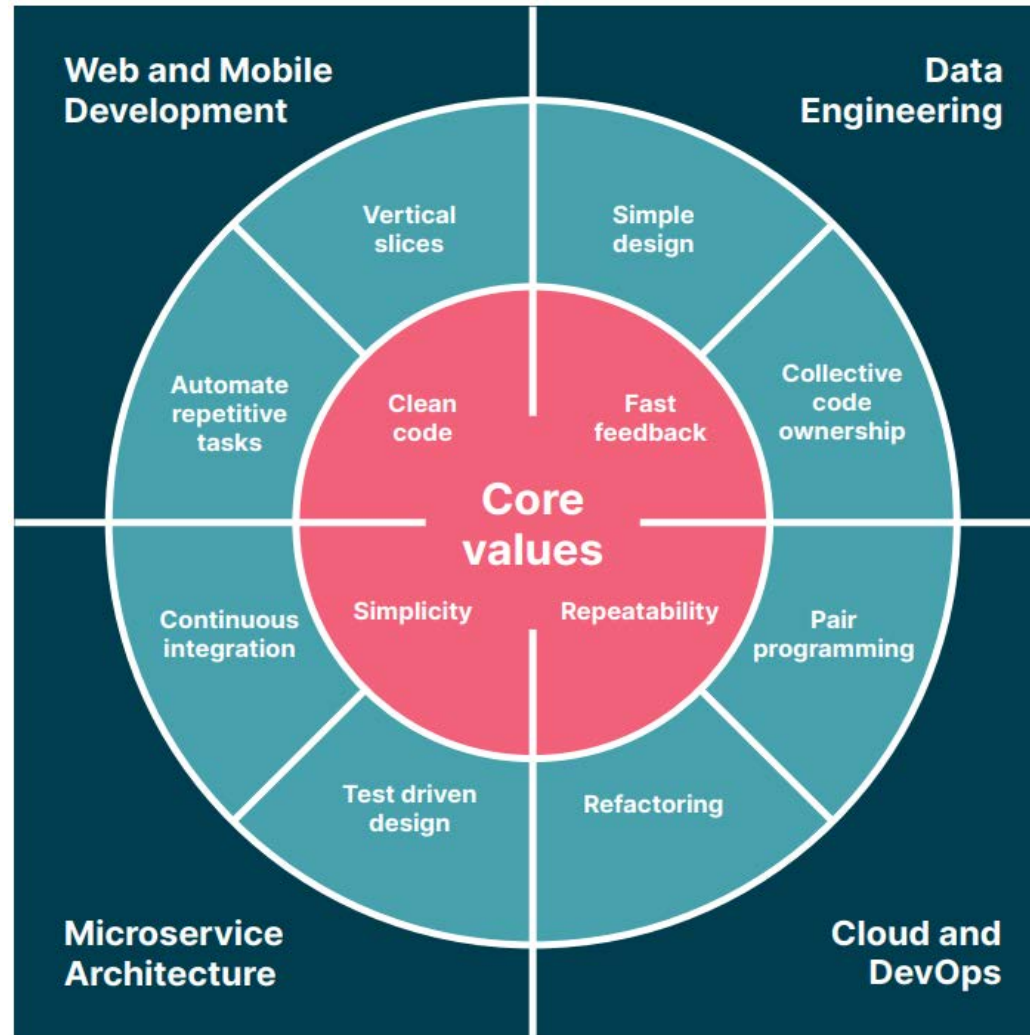
PRODUCT

Corporate vs. Customer



PRODUCT

Traditional Dev vs. Modern Dev



PARTNERS

Demand vs. Supply



How he's greeted by the bus driver 😭❤️

