

VerseBikes

Fleet-Ready Long-Term Rental Solutions

Reliable. Maintainable. Built for Real Use.



The Problem

Short-trip bike sharing has reached its limit.

Cities and organizations want clean streets, dependable service, and measurable outcomes — but dockless and free-floating systems have failed to deliver.

Typical issues:

- Loss and vandalism up to 20% per year
- Poor maintenance response and visual clutter
- Short product lifespans and low user accountability
- High rebalancing and retrieval costs



Municipalities and employers need structured, long-term access that users respect and maintain.

The Opportunity

The mobility industry is shifting from short-term access to assigned responsibility.

Market trends:

- Long-term bike rentals growing rapidly across Europe
- Cities launching public rental instead of sharing pilots
- Employers adding rental access to employee benefit plans
- Universities and campuses using semester-based fleets

The demand is clear: reliable, assigned bikes with local service and predictable cost.



Our Solution

VerseBikes provides complete long-term rental solutions that empower cities, campuses, and companies to operate dependable bike programs.



Fleet-grade bikes and modular accessories



Local service setup and training documentation



Maintenance dashboards and KPI tracking

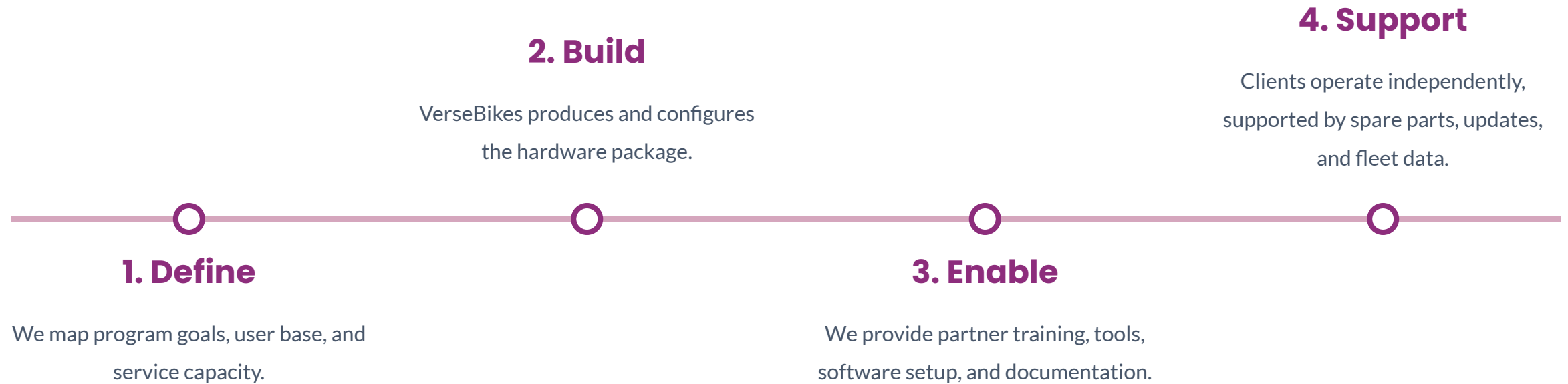


User App and Admin Dashboard software for full fleet visibility



Consulting and support for rollout and scale

How It Works



Product Platform: The Metro Series

Fleet-ready bikes built for long-term reliability and easy local maintenance.

- **Metro Lite** – Lightweight, non-electric variant
- **Metro City** – Everyday urban commuter for assigned users
- **Metro Delivery** – Reinforced frame and Dual Battery for daily courier use
- **Metro Cargo** – Heavy-duty cargo e-bike for logistics fleets

Core specs:

- 95%+ uptime in pilot fleets
- Under 48-hour average repair cycle
- Less than 2% annual loss rate
- Modular frame and standardized components



Software Ecosystem

VerseBikes integrates hardware and software for full fleet control.

Admin Dashboard

- Real-time monitoring of fleet status, battery health, and maintenance tickets
- Usage analytics and key performance indicators
- Geo-tracking and heatmaps for route insights

User App

- Simple onboarding, payments, and rental management
- Integrated navigation and support features
- Push notifications for service, safety, and renewals



Why Long-Term Rental Wins

Category	Dockless Sharing	Long-Term Rental
User type	Anonymous	Assigned & responsible
Vandalism rate	10-20%	Below 3%
Mean repair time	4-5 days	Under 48 hours
Bike lifecycle	6-12 months	2-3 years
Policy compliance	Limited	Fully controllable
Cost per trip	€1.50-€2.00	€0.80-€1.10

Assigned rentals deliver lower cost, higher accountability, and cleaner urban environments.



Market Landscape

A large purple graphic featuring the text '€8.5B' in a bold, sans-serif font. The Euro symbol is stylized with three horizontal bars. The text is centered within a light purple rectangular background.

Projected B2B/B2G Market by 2028

Market dynamics

Dozens of new public rental and long-term e-bike access programs have launched across Europe, and many more are in planning.

- Strong policy support for assigned access and circular procurement
- Employers and universities driving recurring fleet demand
- Municipal programs moving away from short-term sharing

VerseBikes positions itself between manufacturers and operators, supplying verified, scalable rental systems.

Business Model



Fleet Supply

Bikes and component packages.



Program Consulting

Setup design, training, and service framework.



Software Services

Admin Dashboard, User App integration, and data tools.



Technical Support

Spare parts, documentation, and updates.

Competitive Advantage

Category	Generic OEM	VerseBikes
Target market	Retail or sharing	Long-term rental programs
Design focus	Low-cost units	Fleet-grade durability
Service model	Warranty only	Training & local enablement
Software tools	None	Full platform (Dashboard + App)
Lifecycle	12–18 months	3+ years
Client control	Dependent	Full autonomy

VerseBikes bridges the gap between OEM quality, digital visibility, and operational independence.



Use Cases



Municipal Rental

City-owned fleet with verified local workshops and clear SLAs.



Corporate Mobility

Employee rental program managed internally using VerseBikes' software and service tools.



Campus Access

University fleet with semester-based assigned rentals and certified partner service.



Logistics & Delivery

Metro Cargo deployed for last-mile delivery, replacing vans for short routes.

Sustainability and Lifecycle

Sustainability is engineered into every VerseBikes system.

- Durable materials and repairable design
- Modular batteries and recyclable parts
- Refurbish-first lifecycle with traceable serials
- Local assembly partnerships for reduced transport impact

Long-term rental extends product life and strengthens circular mobility strategies.



Build Better Fleets

Tell us what you need, and VerseBikes will prepare a tailored setup with recommended bikes, software, service partners, and pricing.

contact@versebikes.com | www.versebikes.com

