

76-80

out of 100

Rated by **Early**

October 2019

Metrics

STRENGTHS

Senior team with strong market expertise thanks to experience in the shared mobility ecosystem

Julien's competence in complex financials, and significant management experience from founding AdMoove

Actionable network: impact in France and abroad thanks to Julien and Aymeric's private and public contacts

Pilots started in July with ten in progress to date, plus negotiations for long-term contracts

CHALLENGES

Dashboard tested by a limited number of users and developments remaining for some core features

Lacking defensibility and possible legal changes to force mobility data disclosure could challenge offer



Fluctuo



June 2019



France



Transport and mobility



First users / customers

Ongoing fundraising: €2m



MANAGEMENT



Pierrick Paul [in](#)

Technical development



Julien Chamussy [in](#)

Marketing



Jean-Marc Favaro [in](#)

Technical development



Aymeric Weyland

Strategy, public affairs



PROJECT

Fluctuo develops an API and software platform to aggregate data from third-party shared mobility services, such as bikes, scooters and mopeds. Fluctuo uses web scraping to collect various data points in real time from free-floating multimodal operators and provides a analytics dashboard to service providers, public transport authorities and municipalities.

| TARGET | PROMISE | REVENUE STREAMS | | |
|---------------------------------------|---|--|----|-------------------------------|
| Shared mobility operators | Access data on mobility services, leverage insights on usage patterns and market intelligence | Subscription: access to one city (€250 per user per month) or all cities (€1,000 per user per month, decreasing with multiple users) | €0 | Turnover 2018 |
| Navigation service providers | | | 10 | Paying pilot clients |
| City and public transport authorities | | | 4 | Staff: partners and employees |



MARKET

[Roll2Go](#)

[Wunder Mobility](#)

[Populus](#)