

PROPOSAL

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A NOT SO SCI-FI VISION

We're in 2019. Paula wakes up at the soft buzz of her smartphone. A quick glance at the clock shows it's 7:30AM. It's a late day of May, and Paris' life is already humming outside. The warm smell from her connected Brewing Machine entices her with freshly-made coffee and the morning news while a light rain tinkers on her windows

Since she moved in from Australia she feels like her dream has come true. Her small flat in Le Marais is the perfect nest from where she works and from where she dreams. A new generation of VR collaboration tools allows her to work from home, or a café on the Seine.

She developed the VR part of the collaboration tool one year ago, as a project funded by The DAO. Her twenty team-mates are all working from their homes on 3 continents and they don't even need to set up meetings to collaborate and get the work done.

But this morning is special. This morning she has to go to an appointment with a peer from The DAO to discuss the newly-voted features of the VR app. It's a pleasure to finally meet with Peter IRL. Peter is a mechanical engineer and he's on the verge of a breakthrough on the tool and she's asked specifically for her to meet him in person. Peter lives in Vincennes, at the immediate outskirts of the city, border to a beautifully renewed park.

8:15AM, time to move up. Paula waves at her V-Screen and a set of options to get her to the meeting location before 9AM are presented, ranked by price.

Metro subway, 2€ and 30 minutes ride

E-Velib (e-bike rental), 2€ and 40 minutes ride

Cityscoot (electric scooters rentals), 6€ and 20 minutes ride

Mobotiq (one seat, electric pod rental), 6€ and 20 minutes ride.

Autolib (electric car rental), 9€ and 30 minutes ride

She doesn't really like the subway and moreover her SmartAssistant AI is displaying an orange flag forecast of terrorist attacks: subway will be one of the most feared places in this kind of situation. It's practically impossible to insure security in those crowded places and people are more and more deserting public transportation.

Paula ask to sort by efficiency and the picture changes:

Mobotic and CityScoot are now top of the list: fast, low cost, low carbon footprint.

E-Velib? Too slow and furthermore it's raining, as often is in Paris. Plus, you have all the usual drawbacks: comfort, safety, pollution...

Cityscoot then. Same problems as for E-Velib at 3 times the price and 3 times the risk of accidents. She's not that brave. Nor that stupid.

Autolib would be a comfortable and safe choice. Normally she uses Autolib when she goes out with friends and they can split the price. But today she rides alone, she doesn't need those extra seats. And then you never know how much time this could take. Traffic in Paris can be pretty hectic and she's running late for the meeting. Besides, she has to drive the car to the closest station (no free-flow service for Autolib), plug the charger then walk for 5 minutes (in the rain) to meet Peter.

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Mobotiq seems to be the best solution, as often since the service went live in September 2018. A single-seat cocoon that moves nimbly through the traffic, is fun to drive and can be parked almost anywhere like a scooter. She even uses the pod when she goes out with friends: they love to take a pod each and “platoon” to the destination, one of them driving the whole “train” across town while the others chat and browse and book trendy places.

She can “summon” a pod right downstairs from her apartment. A peer will bring it there right on time. And she’ll be free to let it parked right in front of the Vincennes café (free-floating as they call it). Then another peer might need it for its own usage or will simply deliver it to the next user in exchange for a small fee.

Paula order the pod with a smile on her face: she always likes to drive the vehicle but she also has her special interest to use Mobotiq: she invested in TheDAO back in 2016 and she voted for the funding of that fantastic mobility-on-demand solution. The first ever blockchained pod. Then, in 2017, when Mobotiq released its own tokens she bought some. She’s now part of the project, her tokens value grows with every traveled kilometer. She’s an active peer in the project: she participated at the development of the software (blockchain) and she even promoted, by voting, the cabin design to be more personal and emotional. That brought her three times more tokens. And nothing but riding helps the project: each pod has cameras and lidars recording every path, which are then stored on top of Ethereum’s distributed storage platform, Swarm. Deep learning. This serves as an incentive for peers to ride the pod, some sort of “mining”. The data will be processed and will help Mobotiq release the Level 5, completely autonomous pod in 2 years. She can wait to see that! Looking at the app she sees 4 pods in the neighborhood. Two of them are fully charged. One peer, Pierre, already replaced the empty batteries with newly charged ones. He charged them the night before, in his 4th floor apartment. (Those batteries are easily swappable and they have wheels, just like spinner suitcases.). He earned tokens for that service and he bids to deliver the pod right in front Paula home to earn some more token. Paula accepts and orders the pod for 8:30am. She inputs the destination and the target arrival time; the other peers will now see when and where the pod is going to be available for them.

At 8:30 she indeed finds the pod, parked perpendicular to the sidewalk, between two cars. She hops in by the frontal hatch, unlocking at the approaching of her smartphone. She plugs the smartphone in the socket and the pod’s screens come to life, feeding her with the main data and options. She starts driving toward Vincennes. Just like a bike, a great advantage of that pod is that it is allowed to split lanes, and that always halves the ride time compared to a conventional car. The cabin is exactly the version she likes, a little taller than the other versions. The boxy shape, which other peers disliked and voted against, gives her a feeling of roominess and visibility which translates into safety in Paula’s mind. But anyway, at the end there are at least 6 cabin versions to choose from, and even more to come.

Fast forward 3 years. We’re on May 25th, 2021. Paula moved almost 1 year ago to London, the first European city to make Level 5 driverless cars street-legal. Mobotiq pods are not only fully driverless but also fully autonomous from a financial and legal point of view. They are now DAOs of their own. They form a mobility entity together with human peers (makers, users, prosumers) by self-organizing on the blockchain.

Going from A to B was never more efficient. Paula is proud to be part of such a revolution, and her wallet is better than ever: the value of the token had undergone another tipping point 1 year ago and grows exponentially ever since. Peers are adding value to the Mobotiq project by the hour. The last development was to put pods in a logistic network: they can drive either human peers or deliver stuff. They work 24/7 and the demand is booming.

CONTEXT

New industrial revolution, sharing economy, collaboration economy, platform organization, exponential organization...you name it. A lot of buzz! But they're just the trees hiding the forest. When you put together those disparate puzzle pieces you get a bigger picture: the end of material growth.

We might have already extracted, mined, accumulated, transformed, refined a big part of the atoms we need. We might only need more EFFICIENCY in recycling and putting them to work. Bits will help us squeeze more and more from those abundant atoms. We will mutualize them. Helped by AI, we'll morph from capitalism into MUTUALISM. A new, decentralized and more efficient system of wealth creation.

We'll have zero marginal cost energy from distributed solar panels and wind turbines. We'll also have zero marginal cost manufacturing thanks to the democratization of the means of production and the advent of locally distributed automated additive manufacturing units.

Our products and services will scale exponentially thanks to IoT and network effects.

Blockchain will help us build meritocracies around our projects by accurately balancing reward and contribution and by "automating" decentralized trust and confidence among peers. By bringing the right incentive system and by aligning peer's interests. By fluidifying value adding and value exchange and by eliminating transactions costs.

The first wave of the "mutualization" of assets and resources was brought by Airbnb, Uber and the likes. While this is already a great leap forward, the main limitation comes from their **centralized model**. But those attempts have at least the merit of showing the direction.

Speaking about Uber and the mobility field, Big Auto is already challenging its old model and tries to adapt to the new reality. Rentership instead of ownership. Mobility operator instead of car manufacturer. Build to last instead of planned obsolescence.

GM for instance, invests heavily in on-demand mobility: acquisition of ride-hailing Sidecar and self-driving tech Cruise, investments ride-sharing Lyft, launching of car-rental service Maven. All the other manufacturers are on the same trend. But Big Auto equals Big Comfort Zone! Are they going to succeed with their heavy legacy to protect and their addiction to oil, planned obsolescence, capital intensive model? Newcomers like Apple, Google, Dyson are betting on the opposite.

But again, they all seem to have one common point: CENTRALIZATION.

A Perfect Storm that will completely reset mobility might come sooner than expected. We are witnessing the convergence of several developments. First, we see the transition toward a distributed, clean and affordable **solar energy**. This transition is boosted by new, performant **electrical energy storage solutions** and will push forward to full **electrification of vehicles**. Electric vehicles are ideal, if not mandatory, for **autonomous drive**. All we need is more **Artificial Intelligence**. AI will be implemented in the vehicle itself, in its design and manufacturing organization and tools, and also in its usage mode. With **IoT** and **Blockchain** being an important part of the AI we need.

The simplicity and modularity of an EV will completely change the manufacturing system in the automobile field. Small, highly automated and robotized fabrication units will be located

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the nearest possible to the final client and will build on demand configurations of vehicles by combining highly standardized modules with bespoke parts.

The most expensive part of an EV are the batteries and as the demand grows their price will continuously and steadily lower. Huge incentives are already boosting R&D and mass manufacturing. Elon Musk's Giga Factory is just the beginning.

The same is true for the driverless field. Mobileye, Quanergy, Valeo or Nvidia are already proposing off-the-shelf driverless kits at a fraction of the price we had just one year ago.

Open source will play an important part, especially in the driverless field where we cannot entrust Big Auto to deal with our safety. Remember Dieselgate? Open source software could have prevented it...

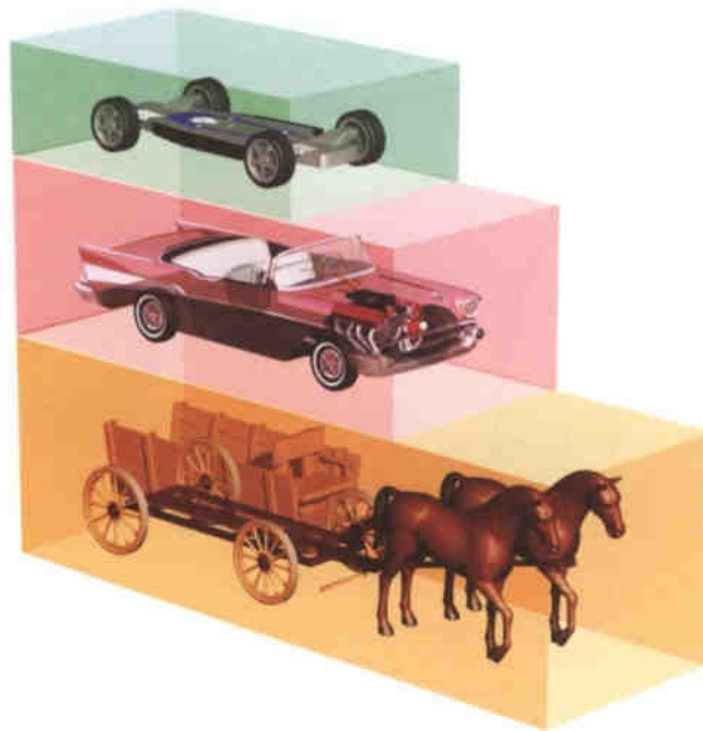
New start-ups will force this trend even further, until this affirmation made in 1981 by *Computerworld Magazine* could come true:

"If the auto industry had done what the computer industry has done in the last thirty years, a Rolls Royce would cost \$2.50 and get 2,000,000 miles to the gallon"

Some Technical Observation, an optional 3 minutes reading

You can also check this 45 minutes video we made one year ago:

<https://www.youtube.com/watch?v=inGHYQNtG2M>



120 years ago we replaced horses with internal combustion engines. This engine represents a big volume in the front of the car and needs a complex gearbox and transmission to spin the front or rear wheels.

Following this architecture, we linked the four wheels to the body by suspension arms perpendicular to the axle of the vehicle. The steering is assured by a rigid mechanical system which splits the vehicle in two parts, left and right. The access to the cockpit is hence done by its sides.

Because of their huge legacy and also for marketing reasons, the current EV production is made by conventional vehicles where the engine is replaced by one or two electrical motors and the fuel tank by batteries. They are only partially benefiting from the huge possibilities of the electrification of cars.

In order to fully benefit from electrification, they will have to apply some already validated solutions like „wheel motor” and “drive by wire”. Those systems are bringing huge benefits in terms of performance, security and comfort while lowering the manufacturing cost as well as complexity. And, very important, they are the perfect base for the driverless car.

Wheel-motor, or hub-motor eliminates not only the mechanical transmission - clutch, gear box, differential, drive shaft – but also all electronic aid grafted on it, like ABS, EDS, torque control, stability control, etc. They will be replaced by software.

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This concept, that will completely liberate the design of a vehicle, is not a new one. The famous Ferdinand Porsche designed his first car, in 1899, with electrical motors in the wheels.



Some examples of wheel-motors constructions:



So, by placing the motors in the wheel we liberate the volume occupied previously by the engine and its drive train and we create a flat volume at the base of the vehicle. Hence we can build a flat platform hosting the batteries. This chassis will also host the suspensions, steering and brakes systems.



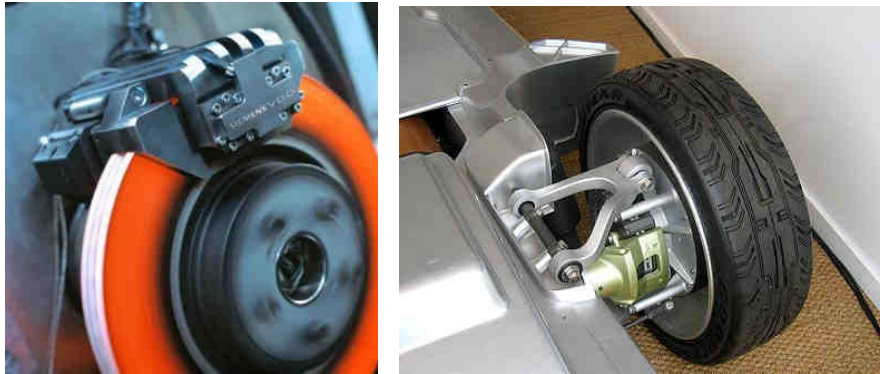
The “steer by wire” driver interface could be a steering wheel but its great disadvantage is that the access to the cockpit is possible only by the sides of the vehicle. A better solution is the joystick which can be placed on both sides of the driver hence liberating the center.

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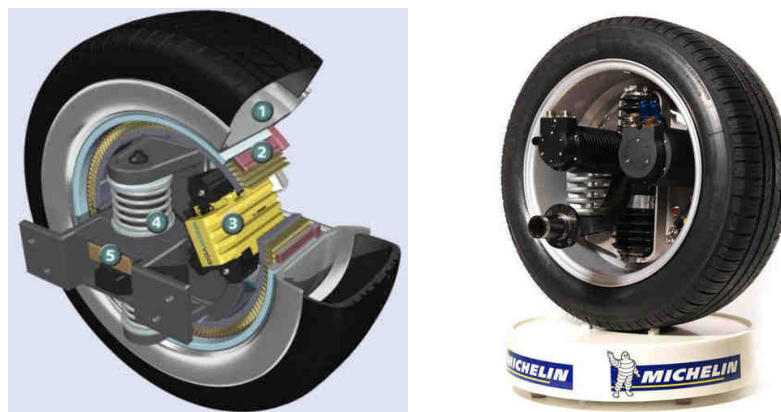
Example of intelligent steering actuator:



Example of intelligent brake actuators:

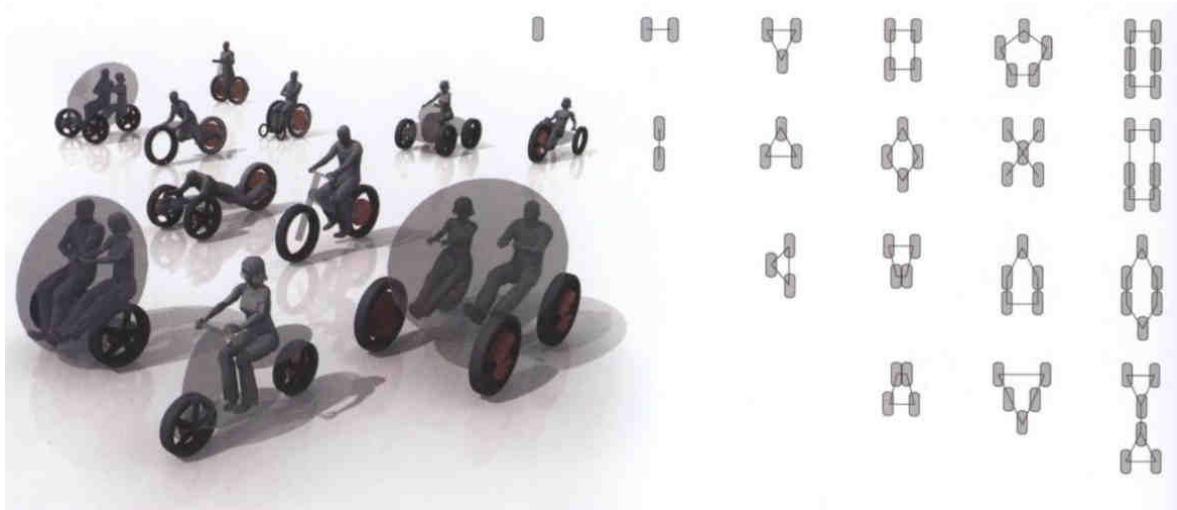


We could even go further and integrate absolutely all functions (traction, suspension, braking, steering) in the wheel:



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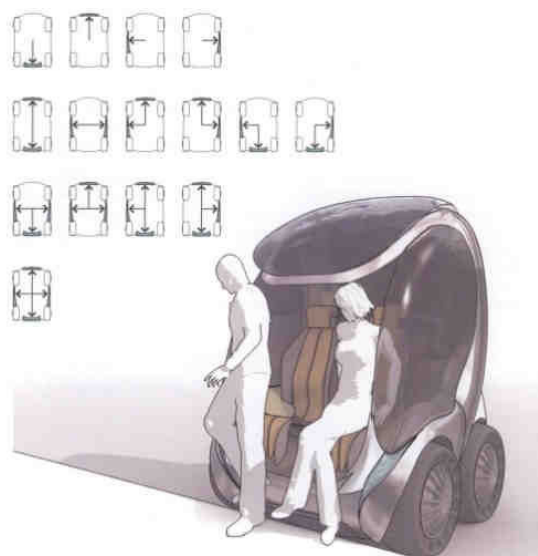
All those intelligent mechatronic modules could be assembled in a multitude of configurations, giving enormous diversity to the automobile.



By separating the platform-chassis from the body we will open new design possibilities: standardized elements could be switched on top of the platform resulting in a multitude of configurations.



This architecture and the elimination of the steering column offers several entry and exit solutions:



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The EV is much better adapted to urban traffic than conventional cars. New architectures will be proposed and one direction is the „personal mobility“. That means very compact, simple, one or two seats, three or four wheels, short range vehicles.

Here after some examples of this new species:



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A potential winner might be the Toyota i-road mobility-on-demand proposal...



...or...why not your own blockchained Mobotiq?



MOBOTIQ PROJECT

We are **Venqo Engineering**, a French-Romanian engineering company specializing in mechatronics. In 2013 we decided to enter the electric vehicle field. In our view, an EV is a configuration of mechatronic modules or a robot on wheels. Unhappily, current EV production is made by conventional cars where they replaced thermal engines with electric motors and tanks with batteries. We decided to attack the field with a completely new mind set, starting from scratch.

So we started the Mobotiq Project.

Mobotiq is the first urban on-demand mobility project to be fully decentralized, peer-to-peer, based on Blockchain and Internet of Things and integrating a purpose-designed pod.

Urban

Urban mobility niche represents the biggest demand for clean, smart and small electric vehicles. In a rentership, on-demand scheme, such short range, low speed, 1 seat vehicles could practically be put to work 24/7. And they wouldn't even need a charging infrastructure to be developed; 220V sockets are ubiquitous in cities. What's surprising is that there's no supply to match that demand. Even more surprising is the fact that all the necessary technology to build such an offer is available off-the-shelf.

We might say that urban mobility represents some kind of low hanging fruits for entrepreneurs.

On-demand mobility

Here ownership is replaced by rentership. We all know now that this is a big part of the future of mobility.

Decentralized

Decentralization is Mobotiq's biggest strength. And this is the main difference with all other solutions. There are very few initiatives of decentralized mobility (Arcade City and La Zooz) and the first one to be fully decentralized is Mobotiq: from funding (The DAO) to design and manufacture of a purpose-built pod, and of course down to the usage.

P2P

Peer to peer funding, design, manufacturing, maintenance and usage. We will hence call participants to the project "peers" and the organization "meritocracy".

- P2p funding. The project will hopefully be funded by The DAO. Mobotiq model matches perfectly to the DAO one. In any case Mobotiq will continue with the same model by making its own DAO, token and crowdsale in the nearest future.
- P2p design. We make the difference between "open source" and "p2p". In P2p every contribution is rewarded thanks to the blockchain.
Peers are invited to collaborate to the engineering and design of the pod and the service: give feed-back, vote for solutions, propose solutions, or bid for engineering & design services.
- P2p manufacturing. Mobotiq will build a first manufacturing cell in Iasi, Romania with a production rate of 1 vehicle per hour. Manufacturing will then scale quickly by installing cells in different locations. Peers will choose those locations, depending on the demand for the service. Peers will also bid for manufacturing services, such as machining parts and modules, repair or upgrade modules, etc.

- P2p maintenance. Once the pods deployed, they will need local maintenance and servicing. Peers will propose/bid for this type of services and will be rewarded in money, tokens or coupons. Some examples of services: demonstrate pods, repair pods, replace modules, deliver pods at demanded locations, swap and charge batteries, clean pods.
- P2p usage. Peers will use pods to go from A to B in the most efficient manner for them. They will pay-per-use, with money, tokens or coupons. The service is free-floating but limited to a certain perimeter.

Blockchain and IoT

The p2p model of the project is only possible thanks to two technologies: IoT and Blockchain, applied at all levels, from funding to usage. Those two technologies are mandatory in building our highly efficient, meritocratic, AI managed, frictionless, fluid, real-time, automated value adding venture.

Purpose-designed pod

Our vehicle is designed specifically for rentership. As a matter of fact, London cabbies are not designed like your personal car and hotel rooms are not designed like your apartment. That means our pod is designed for intensive, 24/7 work, short-trips, multiple users. Simplicity, modularity, upgradeability, high reliability and longevity, low maintenance costs, as opposed to Big Auto's cash cows: complexity, planned obsolescence and mandatory high cost maintenance. Other specific features like vandal-proof, easy cleaning and the likes are integrated. And of course geo-location, scheduling, billing, etc.

We started to build our proof-of-concept prototype that will allow us to test and refine some technical elements, especially the tilting system which is entirely new and of a very high level of technology.

We chose the simplest architecture able to integrate a roofed, safe and comfortable cabin: the reverse trike.



The aesthetics were not our main concern as we intend to organize a design contest at the next stage of the project. All peers will then participate and decide for several aesthetics versions.

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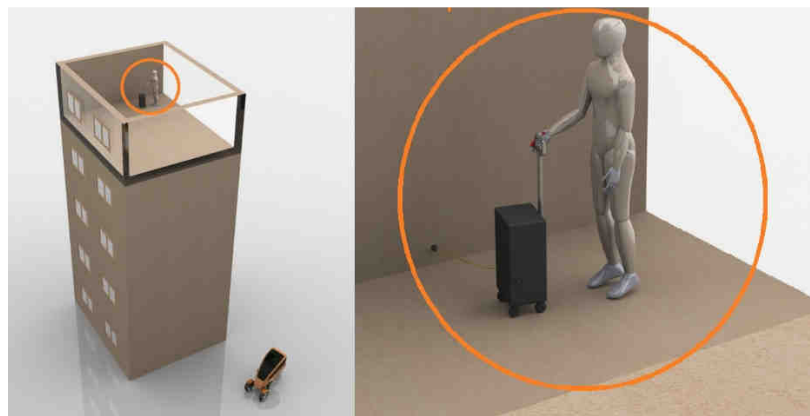
Modularity will play an important role in this customization process. We will be able to mount several different cabins on the same platform-chassis.



Modularity also allows us to offer longevity instead of planned obsolescence. You only have to replace the damaged or obsolete module, not the entire vehicle. The most part of the vehicle upgrades will be software updates.



One of the most important module in the pod is the battery. We designed a manual “swap and carry” system, that will allow peers to charge it on an ubiquitous wall plug. They can carry it just like a spinner suitcase.



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We designed the cabin as a survival cell. The pilot is completely surrounded by airbags, like in a cocoon. We eliminated the dangerous steering column and we integrated an innovative system to dissipate the energy of impacts.



Another advantage of eliminating the steering column, combined with our innovative longitudinal tilting/suspensions architecture is the frontal entry/exit. This helped us increase structural strength by avoiding lateral doors openings. It also allows a safer access with the vehicle parked toward the sidewalks...and prepare us for the full autonomous drive when the steering wheel will completely disappear.



The width of our pod is less than 1m in order to make it able to split lanes, like a motorbike.



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That means that it also has to tilt in curves, so we designed a unique power assisted intelligent system, combining electric actuators, gyroscopes and active suspension.



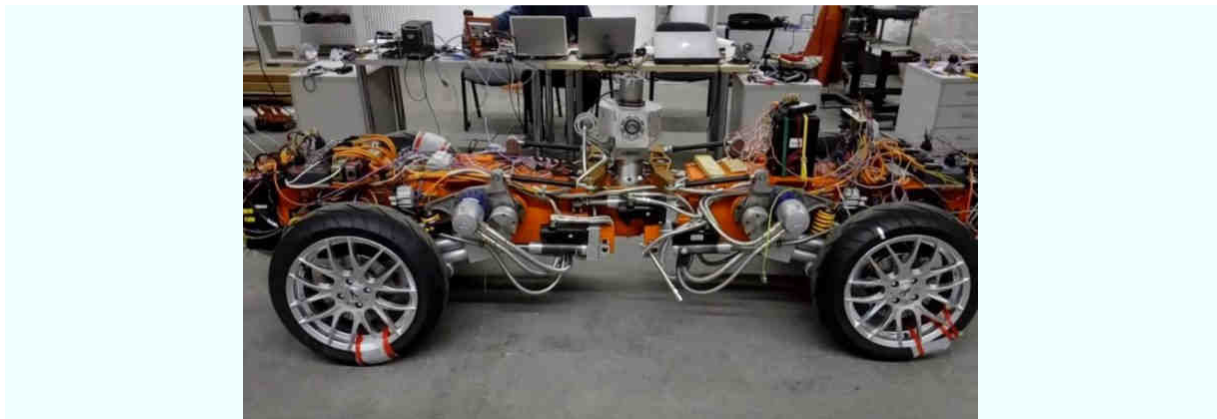
Driverless usage is central to the rentership model: the pod is designed to be progressively upgraded toward level 5 autonomy, as soon as the laws will allow it.

The same is true for the other kind of autonomy: the pod is designed to become some kind of a DAO in the future, which means a self-managing, self-organizing, self-renting, self-maintaining entity.

We already designed and built an R&D vehicle to test and refine our driverless technology: a drive-by-wire platform-chassis which is by design the ideal base for autonomous cars. This is one of the most complex and advanced vehicles of that type ever built. Well known R&D centers already built such platforms and yet, ours integrates several absolute novelties like the tilting/suspension system: it is based on a longitudinal architecture and boasts a control moment gyroscope (gyroscopic actuator).

This robot on wheels integrates 20 smart actuators and all functions are monitored by sensors and cameras. We will be able to record, study and understand perfectly the functioning and behavior of each module and of all modules together.

The driverless kit is composed by lidars, obstacle and pedestrian detection systems, gps monitoring and central inertial measurement unit.



In our vision, such complex software as the driverless software must be open source. We cannot entrust Big Auto or any other centralized organization to deal with our lives. So we will open the source code of that project because "Given enough eyeballs, all bugs are shallow".

Hopefully the regulations will allow us to propose some degree of autonomous drive on our first version of the pod. The one we care most is platooning, which means that pods are following each other, forming a train of pods. This train is conducted by one single driver, in

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the “locomotive”. This will really help us dispatch pods in the free-floating usage and will also let a group of peers riding together several pods with only one driving everybody. After a Saturday night party.

In order to prepare full autonomy, the first versions of pods will be equipped with cameras ultrasound sensors and lidars that will record every itinerary and event. This data, stored on top of Ethereum's distributed storage platform, Swarm, will be processed in a further step. This deep learning method could also serve as an incentive for peers to ride the pod, some sort of “mining”.

You can also check this 20 minutes from 2015, a video presenting a scenario for a low cost version of the pod:

<https://www.youtube.com/watch?v=zciNLnJRAvI>

SCENARIO

If funded by the DAO, Venqo Engineering will create the **Mobotiq Company**, a mobility operator.

The company will be created preferably in France or Switzerland, depending on specific regulatory possibilities. Switzerland seems to be the most likely to accept a blockchain based business. France, especially Paris, seems to be the most culturally adapted for such a mobility-on-demand project. The choice is to be done at a later stage.

This company, Mobotiq, will be the SPV (Special Purpose Vehicle) of The DAO, for this specific project. We will negotiate the main milestones of the project, their deliverables and the needed capital for each of them. Once decided, the appropriate amounts of money will be placed in an escrow between The DAO and Mobotiq. A rough scenario is presented in the Mobotiq Project Timeline.

Venqo will handle the operational management of Mobotiq including all local (Paris, etc), activities. (sales, marketing and communication, deployment, maintenance, servicing, etc)

Venqo Engineering, who actually holds all the know-how and prototypes will deliver a fleet of pods and the digital infrastructure necessary for their mobility-on-demand activity. The company will also propose and realize upgrades of the pods and infrastructure.

Venqo has yet to decide the best options for the location of the manufacturing and assembly cell. According to our philosophy the ideal location for the assembly plant would be Paris, close to the deployment area.

The final decisions will be taken following the negotiation stage and in accordance with local jurisdictions and their estimated evolution.

As specified previously, Paris seems to be a good place to start the activity: it was the first metropole to propose bike sharing Velib, then EV sharing Autolib and is currently deploying Cityscoot electric scooters sharing. So we based our calculations on a Paris located scenario.

Some numbers:

Cityscoot, 12€ per hour, 1000 electric scooters in deployment, free-floating

Autolib, 18€ per hour, 4000 electric car deployed, centralized in charging stations

Mobotiq will be somewhere between Cityscoot and Autolib from a pricing point of view and also from a density of vehicles point of view.

The Mobotiq pod is conceived to be the ideal urban transportation.

Compared to scooters it offers the safety and comfort of its cabin and keeps the advantages of being nimble and agile with its lane-splitting. It can sneak into traffic and avoid traffic jams. An advantage that is key when compared to a 4 seats EV like Autolib.

Pricing will be kept as low as 12€ per hour, the same as Cityscoot.



So, Mobotiq will offer the best of the 2 worlds: price and agility of a scooter with the safety and comfort of a car. Contrary to a 2 wheels scooter, a pod with 3 wheels and a cabin can be used 12 month per year. What's more, Mobotiq will propose a free-floating scheme, thanks to peers involvement in servicing, re-dispatching pods or charge them at home.

3000 pods seems to be the critical mass from a density of the service point of view. So we based our business plan on the following scenario:

Mobotiq will deploy 3000 pods in Paris at a rental price of 12€ per hour.

FUNDING PROPOSAL FOR THE DAO

Those numbers are the result of our own calculations and estimations and will serve as a reference or departure point for further discussions and negotiations.

Mobotiq will deploy and manage the rental of a fleet of 3000 pods in Paris. Deployment and rentals will start in the 21st month of the project.

In the 40th month, Mobotiq will start to realize sales of 3,6M€ per month, from which an estimated profit of 1,8M€ per month.

With a total investment of 25M€ from the DAO, Mobotiq can start the payback of the investment in the 41st month of the venture.

The terms of the payback are to be decided at the negotiation stage.

STAGES OF THE PROJECT

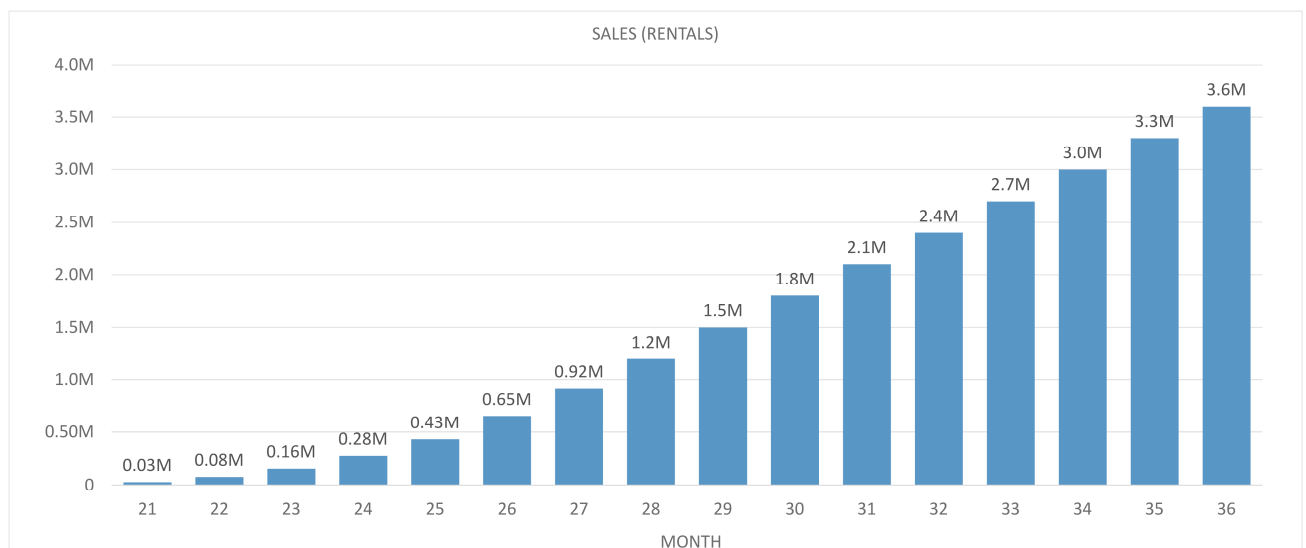
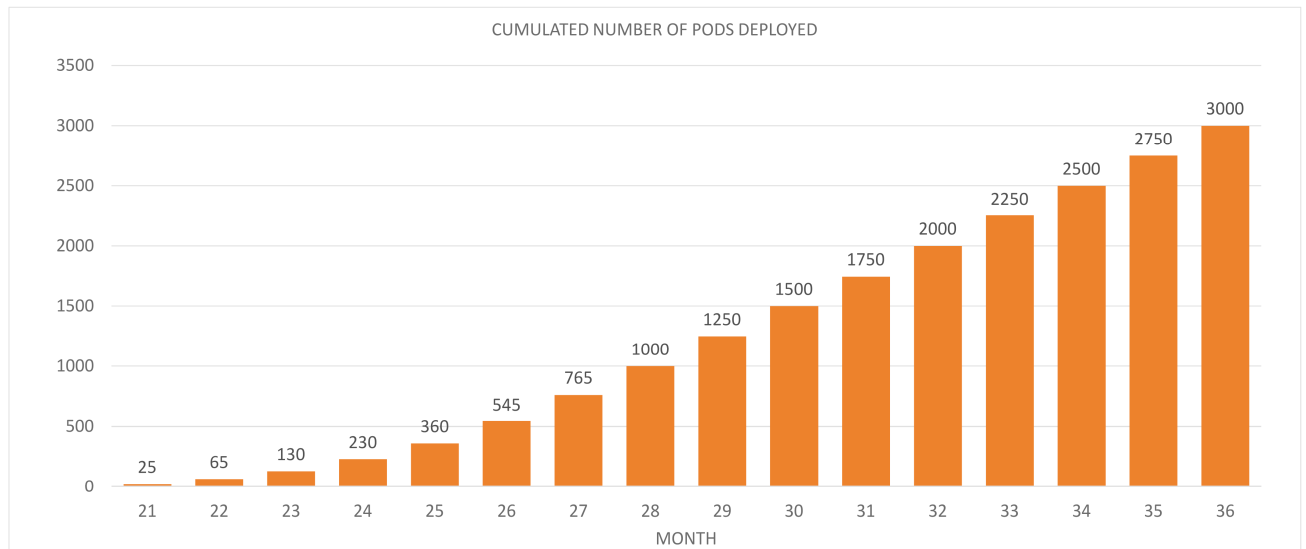
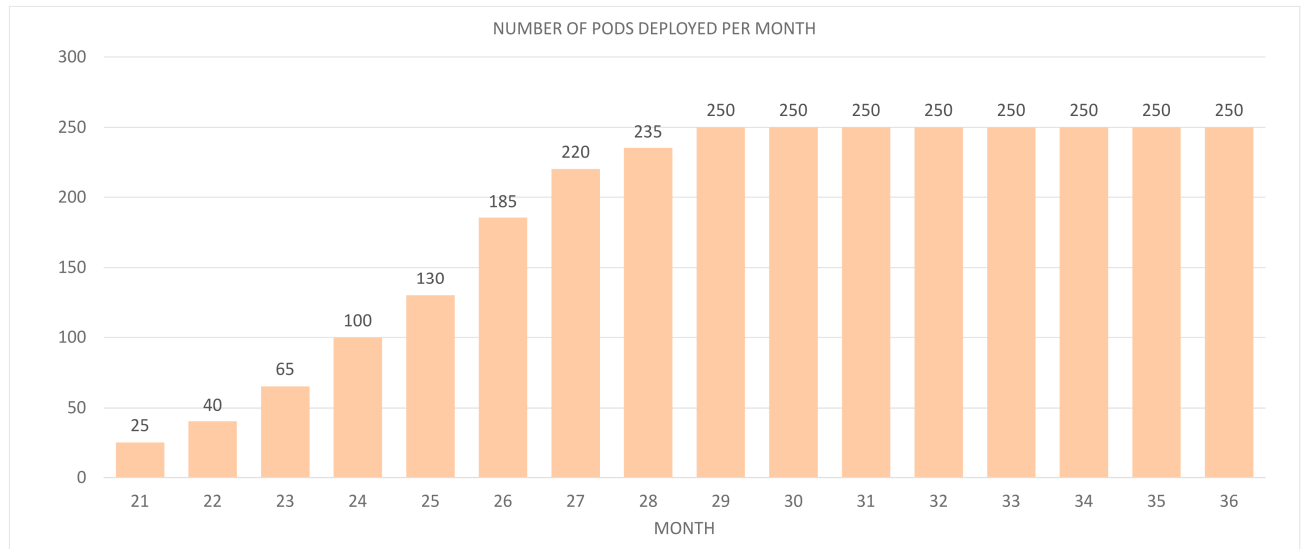
We are currently finishing our proof-of-concept prototype. Once we tested it and validate our technical solutions we will start building the street legal version, in which we will integrate all modifications demanded by regulations.

Meanwhile we will also build the digital infrastructure of the Mobotiq DAO. The blockchain, token, smart-contracts but also what we consider as being very important, a novel collaboration platform. This important tool will allow peers to communicate, collaborate and add value to the project. Besides features like chat and video conference, the tools must integrate a real-time white-board for drawings, a screen-share, file transfer and a real-time 3D model visualization. We already built a proof-of-concept of such a tool that worked perfectly for a team of 12 engineers. It is some kind of a more advanced Skype or Hangout for engineering projects.

We will have to design a factory with an output of 1 pod per hour. We call that a manufacturing cell and we will design it to be easily replicated and implemented in other locations. Once designed we will invest in buying all the specified equipment. The first version of the manufacturing cell will avoid full automatization in order to test and learn the best practices. The following versions of it will intensively use robots, automation, IoT and blockchain. The goal for the manufacturing cell is to make it more and more like a DAO.

The next important step is to design and build 10 pre-series pods that will integrate all the upgrades and will also test the manufacturing methods and capabilities.

After that, we will start the fabrication of 3000 pods. In the first month we will deliver only 25 pods and then progressively mount to 250 pods in the 9th month. We will take a total of 16 months to deliver all 3000 pods. The 3000 pods will be deployed in Paris gradually. The space will be given by the manufacturing cell delivery.



TEAM

Thomas Cocirta - CEO, founder, automotive and mechatronics background. Managed international engineering teams in medical high tech and mechatronics. Blockchain enthusiast.

Alain Giraud - one of the greatest experts in light electric vehicles in the world. Worked as Project Manager at Renault where he was in charge with the development of the Renault Twizy.

Gabriel Ursescu - automotive expert, professor at Technical University Iasi. Automotive dynamics expert. Built several car prototypes.

Vasile Horga – software expert, professor at Technical University Iasi. Built several autonomous wheeled robots.



MOBOTIQ PROJECT TIMELINE

