

Vivanoda



Air



Rail



Ferry



Coach



Carpooling

all in one search

vivanoda.fr

vivanoda.it

vivanoda.com

vivanoda.pt

vivanoda.co.uk

Problem

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Vivanoda arose from a simple fact:

**most people are not aware of ways of transportation
that would get them to a destination**

and this kind of search on the Internet often turns out very tedious:

- “How to go to Bonn from Niort?”
- “What train companies operate between Alicante and Marseille?”
- “Where to book my ticket online?”
- etc...

Market Size

Vivanoda

Everyday, millions of people are travelling throughout Europe:

- **918 millions air passengers** in the EU in 2015
- **9bn rail passengers** in the EU in 2015
- **7 millions bus passengers** in France in 2016
- **20 million rides** for Blablacar
- **395 millions passengers** in the European ports.

...and **thousands of companies** are operating everywhere in Europe
the competition between carriers has never been that important
and neither is the complementarity between the modes of transport...

Therefore, **travellers are facing a very large offer** in term of transport
and are expecting a seamless travel and multimodal transport system
where they'll be able to find their flight, train or bus ticket in a much easier way.

This is particularly true when **travelling between two small or medium cities**
that are not served by a hub airport or high-speed-train stations
or when travelling abroad where carriers and their network are often unknown.

Solution

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- Vivanoda allows travellers to **compare and combine air, bus, rail, ferries and carsharing all in one search to travel between two cities.**

In this regard, Vivanoda aims at giving travellers a better access to mobility and a better interconnected transport information by **aggregating transport data and find optimal multimodal paths** that combines modes of transport and carriers if needed

Vivanoda also wants to **act as a link between operators and travellers** and **gives european transport operators a better visibility** by including their offers and lines in multi-step trips (one leg by bus+one leg by train+one leg by airplane), get more customers and thus boost the entire transport sector and its actors.

Product

Vivanoda

Paris, France Aller (Optionnel) Retour (Optionnel) **RECHERCHER**

- Amsterdam Pays-Bas
- Amsterdam-Zuidoost Pays-Bas

#1 Search by Origin & Destination

#2 Review carriers and compare fares

Transport modes: AVION 89€, TRAIN 121€, BUS 17€, VOITURE 31€

Sort by: Prix, **Heure de départ**, Durée

Budget: 17€ - 182€

Heure de départ: 8h, 13h, 18h

Modes de transport: Avion Train Bus Voiture

Villes: Direct, via Rotterdam, via Anvers, via Bruxelles

Transporteurs: Air France, Air Malta, Brussels Airlines, KLM, Transavia.com France, SNCF

Mode	Carrier	Time	Price	Action
AUTOCAR FLIXBUS	FlixBus	03:30 Paris -> 13:00 Amsterdam (9h30, 1 escale)	34€	Choisir >
AUTOCAR FLIXBUS	FlixBus	04:15 Paris -> 13:00 Amsterdam (8h45, 1 escale)	34€	Choisir >
TRAIN THALYS	Thalys	06:25 Paris -> 09:42 Amsterdam (3h17 direct)	121€	Choisir >
TRAIN THALYS	Thalys	06:25 Paris -> 09:40 Amsterdam (3h15, 1 escale)	125€	Choisir >
VOL VUELING AIRLINES	Vueling	06:55 Paris -> 12:50 Amsterdam (5h55, 1 escale)	167€	Choisir >

#3 Book trip

SNCF Europe +32 70 79 79 79 (€0.30/min)

Step 2 of 5: Train selection

1 PASSENGER € 0.00

Choose your outbound journey - 1

Paris (Fr) - Amsterdam Centraal

Earlier trains ^

Friday 29 Sep 2017

Departure	Arrival	Price	Class
06:25	09:42	€ 121	2nd class
06:25	09:42	€ 147	1st class
07:25	10:42	€ 121	2nd class
07:25	10:42	€ 147	1st class
08:25	11:42	€ 135	2nd class
08:25	11:42	€ 147	1st class

Business Model

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- Free for users
- Commissions paid by partners when a user book a trip
- Sponsored routes: ability for a carrier to display their offer at the top of the results and boost their visibility
- On-site advertisements

Key Figures

- Over **2 millions visits in 2016**
- Operating in **4 countries**: France, Portugal, UK, Italy + a global version (.com)



60,000 air routes
and **500** airlines



More than **62,000** intercity
coach connections
in Europe



More than **300,000**
train connections
in France, in EUROPE
and beyond



3,000 sea routes serving
700 ports worldwide

Team and advisors



Nicolas Pellier

Founder and CEO

Master in Yield Management
Expert in Transportation and Mobility
Experienced in Computer Science

Frédéric Dessert

Finance and Accountancy Advisor

Orex Ile de France

Benjamin Bourgeois

Business Lawyer

Clément Racineux

UX and Design Advisor

KALAOstudio.com

Prizes and Press

Vivanoda

Vivanoda is an award winner of the « **European Transport Innovation Challenge 2017** » organized by the **European Commission**



Reviews from nationwide French medias:

Le Figaro

“a rather innovative, simple and visually worked interface”

Le Parisien

“no need to browse transport sites for hours anymore”

Ecommerce Mag

“the 7 most emblematic startups that are challenging the transport market”

France Bleu Radio

“Very convenient site to choose swiftly the mode of transport that suits you best”

Vivanoda won the « **Groupama – Créateurs de Confiance 2017** » Prize rewarding innovative solutions in ‘Transport and Mobility’ category



What's next?

- **Develop the audience** and retain the users
- **Partner with carriers** and travel services providers, in particular in the rail industry
- **Enlarge global coverage**
- **Make the company grow** by recruiting and financing

Vivanoda

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