

The World's First Free Peer-to-Peer Marketplace!



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Overview. RVnGO is a free peer-to-peer marketplace for recreational vehicle rentals (RVs). We believe in making it fun and easy for people to share what they're passionate about, and for people to find what they want. We put them together, get out of the way and let them feed their passion. Unlike other finder or listing sites, including those for RVs, we don't charge a fee, getting soaked isn't fun. We don't stand in the way to extract a fee. We don't want to center our business model on being a nuisance, instead we make money selling compelling value-added services, like insurance.

A Complete Business Solution. RVnGO is a complete solution for people who want to rent their RVs, whether they own one RV or a fleet. With RVnGO, they can list their RV online and they have all the tools to manage rentals, including taking and processing bookings, online checking in and out, and fleet management and customer relationship tools. To complete the solution, we have created and own our own insurance product which insures the rental. RV rental insurance is a must because regular car or RV insurance won't cover a rental. Fleets have access to commercial policies, but they carry a heavy monthly premium whether they're renting the RV or not. Individuals are locked out of the market without rental insurance. We went straight to wholesale underwriters and cut out some of the middlemen to create an insurance product that offers superior coverage for less than lesser products, and we have removed the monthly premium burden from hosts, the guest pays a daily insurance fee. This removes the largest expense and business risk for fleet operators, and makes the market accessible for individuals who want to rent their RV when they're not using it.

Market. RVing is more popular than ever! Whether it's wanting to unplug, or spend some quality time with family, and renting gives them an easy way to get into it without having to buy. The existing rental fleet is some 150,000 to 200,000 units strong doing \$5 billion in transactions annually and is dominated by 3,000 independent fleet operators with 20-25 units each, but demand to rent RVs far outstrips supply. There is demand for 35 million rentals a year in the US, there are 10 million searches a month on Google alone to rent an RV, but as many as 6 of 7 transactions go unfulfilled. The problem is that demand is heavily seasonal with almost all rentals in the summer, but also 'spikey' around long weekends like July 4, and regional events like Burning Man or Country Thunder. With off-season carrying costs, the full-time fleet can't scale to meet demand, but individuals who bought their RV for personal use are not held back and can enter the market to take up peak demand. A single Burning Man rental can pay for the RV's for a year. RVnGO's offering solves the biggest problem facing independent fleet operators, getting cut off from leads by aggregator sites that then charge large finder fees, and being saddles with monthly insurance premiums year-round. Plus, RVnGO lets individuals to easily enter the market and take up peak demand.

Team. The company was conceptualized and founded by Paul Kacir three years ago. Paul is leading the company as CEO and has a background in economics, business and law and was formerly general counsel for an S&P 500 company (NASDAQ:FSLR) and a TSX 300 company (Creo Inc.). He is joined by Steven Pena, chief technology officer, who has over 20 years of senior development experience, and Krishna Doddi, systems architect who notably was lead technical architect at American Express. The team is rounded out by marketing, sales, insurance and customer success leaders.