

## **LACI Market Access Program Cohort 3 Call for Applications**

LACI is excited to announce and invite you to apply to be part of the next [Market Access](#) cohort! This is an exclusive opportunity to become part of the LACI family and receive beneficial services and support to help your company gain market traction through the catalyzing pilots.

LACI is excited to offer two upcoming opportunities to deploy clean mobility pilots in partnership with underserved overburdened communities in the Los Angeles area in 2021 and 2022. This call is specifically for startups seeking to receive additional LACI support in pilot deployments and leverage other businesses and funding services that LACI offers.

### **Technology and Service Categories for Market Access Cohort 3:**

- Solutions for both people and goods movement in the following categories:
- Micromobility - small, lightweight vehicles operating at speeds typically below 25 km/h and driven by users personally including: providers of e-bike adaptive micromobility, adaptive scooters, 3 and 4 wheeled devices for adaptive mobility, and more
- e-bikes - providers of e-bike fleets and can include one, some or all of the following: commuter, cargo, youth, adaptive micromobility or transportation solutions for all people especially those with disabilities, and more.
- e-bike rental operations & maintenance - operators of e-bike hubs and libraries to provide management and maintenance of bike fleets may also provide the bikes; e-bike maintenance trainers also sought.
- e-bike infrastructure - solutions that provide supportive infrastructure for e-bikes; features sought include storage, security, charging capacity (on or off-grid), marketing, education, etc. Solutions can provide all, one or some of these options.

### **What is Market Access:**

[LACI's Market Access program](#) is designed specifically to help companies de-risk tech deployment through coordination with LACI staff and community partners, provide proof points and market traction, and enable companies to scale operations, enter new markets, and serve overburdened communities. Since 2020, LACI has launched five pilots with community partners and Market Access companies.

- [Pacoima](#) - EV car share (Envoy)
- [San Pedro](#) - EV car share (Envoy)
- [Leimert Park](#) - Neighborhood EV Shuttle (Circuit) and e-Bike (Zoomo)
- [Long Beach](#) - e-mobility (Urb-e)
- [Santa Monica Zero Emissions Delivery Zone](#) - Curb management (Automotos) and last mile delivery shuttle (Circuit)

### **What services and support does Market Access provide?**

- 10% Bonus in LACI Pilot Procurement Scoring. Program enrollment for pilots will depend on the confirmation of LACI pilot funding. Once funds are awarded, applicants are eligible for the first pilot and subsequent pilots with the 10% bonus.
- Hands on support from the LACI pilots team to plan, deploy, and operate pilots
- \$20,000-\$150,000 available in deployment funding
- Eligibility for the LACI Impact Fund and Debt Fund to finance your growth
- Dedicated advisory services with our Executives in Residence (EIRs)
- Up to \$150,000 value in additional perks through exclusive LACI access for subscriptions such as: Pitchbook, FounderSuite, Wood Mackenzie Grid Edge Service (GreenTechMedia), Amazon Web Services, Brex, and Autodesk (through APC membership).
- Deep discounts on desk space and Advanced Prototyping Center membership at the La Kretz Innovation Campus in Downtown Los Angeles (pending the campus re-opening due to COVID).

For more information, please reach out to Molly Crete ([molly@laincubator.org](mailto:molly@laincubator.org)) and attend the information session on June 16, 10:00-11:00 am. [RSVP here](#).

[Apply here](#). Applications for Market Access Cohort 3 are due **June 30, 2021**.