

RideCharge

The Mobile Travel Leader



Taxi Magic



Sedan Magic

Interviewing with RideCharge

Thank you for interviewing with us! We're glad you're interested in joining us in our mission to improve the local travel experience through technology. Please refer back to this packet and check your interview schedule.

Interview Process

The hiring manager will contact you to set up your interview. If you have multiple interviews lined up, the hiring manager will provide you with a schedule of interviews and each employee you'll be meeting with. If you're coming on-site, the hiring manager will also require you to sign a non-disclosure agreement (if you haven't already).

Directions to RideCharge HQ

Metro: Take Yellow line to Huntington stop, walk right on Huntington Ave for about a mile, take left on side road of Old Richmond Hwy, walking by a car dealership until turning left to get to our building.

From DC: Take US-1 S, merge onto I-395 S take Exit 8C on left merging onto US-1 S toward Pentagon City/Crystal City/Alexandria. Stay on US-1 /Jefferson Davis Hwy as you drive through Crystal City, then it becomes Henry Street as you drive through Old Town Alexandria. You'll cross over 495 and then merge into the right lane as US-1 becomes Old Richmond Hwy.

Approaching HQ: As US-1 crosses over 495, stay in right lane. You will remain in the right lane as you take the exit for Old Richmond Hwy. On the exit ramp, turn right towards "The Great American Steak Buffet" and head towards the building with the Taxi Magic sign. This is our building and parking is free.

5904 Old Richmond Hwy
Suite 600
Alexandria, VA 22303



Interview Tips:

- We love showing off our products. If it fits your travel schedule, take Taxi Magic to and from our office. We'll reimburse you.
- We're a casual start-up, so feel free to leave that business suit at home.



Help Us Reinvent Travel

RideCharge is revolutionizing the way people travel, building products that are remaking local ground transportation experiences and reaching thousands of users - and growing. Accomplishing our ambitious goals requires a hard-charging team that can turn ideas into reality.



Life at RideCharge

We are driven. We aim to make the best products in the travel space. We want to provide a seamless customer experience. We work in industries where change and technology can be messy, but we focus on getting it right.

Feet on the Street

Building a mobile company requires a local presence. Beyond our DC-area headquarters, we have employees in the following cities:

- Los Angeles
- San Francisco
- New York City
- Boston
- Chicago
- Dallas

Our core values are teamwork, dedication and innovative thinking. Our office culture is laid back and fun, but we get things done. If this sounds like your ideal work environment, we want your help.

Perks & Benefits

- Competitive salary
- Stock options
- 401(k)
- Health insurance
- Cutting edge employee technology
- Free beverages
- Regularly catered lunches
- Monthly company Happy Hours (sponsored by Heineken)
- Startup office environment
- Casual dress, canine co-workers, ping pong tourneys, etc.



RideCharge

RideCharge Background & Facts

Company History

RideCharge was founded in January 2007 with the mission of automating local ground travel booking and payment processes for corporate business travelers. With the subsequent release of the iPhone and the rise of the smartphone apps, RideCharge recognized the opportunity to connect consumers and taxi drivers through mobile technology and released Taxi Magic in December 2008. Over the subsequent three years, the company has grown a nationwide network of taxi fleet partners, integrated with industry leading dispatch technology and built a high-powered team of employees. In April 2012, RideCharge released Sedan Magic with the intent of delivering their mobile expertise to the US limousine & black car industry.

RideCharge is building the first great mobile transportation company. It is a venture-backed startup based in Alexandria, VA, with funding from Concur Technologies and Veolia Transportation. As of January 2013, RideCharge has over 70 employees in six US locations.

Key Dates:

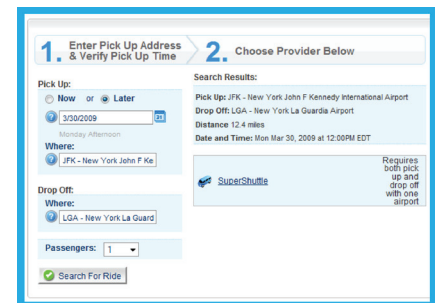
- January 2007 - RideCharge, Inc. is founded by Tom DePasquale and Sanders Partee
- August 2007 - First booking product is released for corporate travelers
- January 2008 - RideCharge receives \$4M Series A Investment
- December 2008 - Taxi Magic is released for the iPhone
- February 2009 - RideCharge closes \$4.6M Series B investment led by Concur Technologies
- March 2010 - Taxi Magic featured in Apple print advertising campaign "Phone About Town"
- March 2010 - Taxi Magic launches for Android
- March 2010 - Taxi Magic announces Safety & Responsibility partnership with Heineken
- April 2012 - Sedan Magic launches for iPhone and Android

RideCharge Fast Facts (as of January 2013):

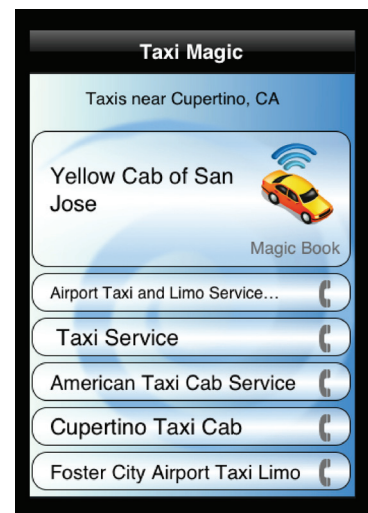
- Taxi Magic is the #1 ground transportation app (on App Store & Google Play)
- Taxi Magic has more than 2 million app downloads
- RideCharge technology books several thousand rides each day
- RideCharge works with 90 fleets in 40 US cities
- 25,000 taxis on the Taxi Magic Network
- 1,500 sedans on the Sedan Magic Network
- 70 employees and growing (more than quadrupled since June 2011)



The RideCharge Co-Founders (pictured in 1988) started their first company over twenty years ago.



An early RideCharge screenshot (2007)



Taxi Magic Version 1.0 (December 2008)

Our Leadership

Management Team

Tom DePasquale, Chairman & CEO



Tom DePasquale is the founding Chairman and CEO of RideCharge. Previous to joining RideCharge, Tom co-founded Outtask, Inc., an online travel and expense management platform, and served as CEO until its sale to Concur Technologies, Inc in January 2006. Tom served as Concur's Executive Vice President of Technology until September 2011. He brings more than 20 years of experience as an entrepreneur in the travel and technology space, having also founded RelTech, Inc., which was acquired by PLATINUM. Tom received a B.S in Commerce from the University of Virginia's McIntire School of Commerce.

Sanders Partee, President & Co-Founder



Sanders Partee is the co-founder and President of RideCharge. Sanders led the company from the initial business concept and early stage product construction through the launch and expansion of the flagship product, Taxi Magic. Prior to RideCharge, Sanders served as CEO of two venture-backed firms, Ecutel and Viewgate Networks, raising over \$28 million in venture funding. He also co-founded Reltech Products, which was sold to PLATINUM in 1995. Sanders holds a B.A. in psychology from the University of Virginia.

Gill Haus, SVP Technology



Gill Haus joined RideCharge in June 2012 and is responsible for all aspects of technology, including product development, systems operations, technology strategy and building a world-class development team. Prior to joining RideCharge, Gill was the Senior Director of Product Development for Payments and Credit Engineering at PayPal where he led new product development, connecting development and business organizations. Gill came to PayPal when the company acquired BillMeLater, where he served as Director of Systems Engineering and led application development. Gill holds a B.S. in Information Systems from the University of Maryland.

Gerry Roy, VP Finance & Administration



Gerry Roy joined RideCharge in February 2012 and manages the company's financial and administrative operations. He focuses on building our financial infrastructure to support a global network of transportation partners and customers while improving internal budgeting, analysis and reporting processes. Gerry brings 20 years of financial expertise, having most recently served as the VP of Finance and Administration at M3 USA, a subsidiary of Sony. Gerry has also worked for BSI, Inc., Media Cybernetics and NTT/Verio Corporation. Gerry holds a B.S. in Business Finance from McMaster University in Ontario, Canada.

Jay McClary, VP Marketing



Jay McClary joined RideCharge in February 2010 and is responsible for marketing our products to both fleets and consumers. He came to RideCharge from AOL where he served as Vice President of Mobile Strategy, Marketing & Monetization. Previously Jay worked in Silicon Valley and held marketing and product leadership roles at mobile software provider Openwave and enterprise software startup Zaplet. He was also a management consultant at McKinsey & Company. Jay holds an MBA from Harvard Business School and a B.E. in Computer Science from Vanderbilt University.

Keith Forsythe, VP Technology Development & Co-Founder



Keith Forsythe is a co-founder at RideCharge, responsible for all product development engineering. Since our founding, Keith has focused on performance and scalability while also growing the development team. He brings over ten years of experience working in engineering project management with Fortune 500 companies, including CVS/Caremark, Softscape and Baxter International, Inc. Keith received a Masters in E-Commerce Technology from DePaul University and a B.S. in Chemistry from the University of Illinois.

Tim Csontos, VP Business Development



Tim Csontos joined RideCharge in December 2007 and is responsible for managing sales, business development and supplier relationships. Tim brings more than a decade of experience building and selling travel and expense solutions. Prior to RideCharge, Tim was VP West Coast Sales at Outtask, Inc., which was acquired by Concur Technologies, Inc. At Concur, Tim was a two-time President's Club award winner and sold one of the largest cloud-based contracts in company history. Tim holds a double major in Government and English from The College of William and Mary.

Board of Directors



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Steve Singh, CEO & Chairman, Concur

S. Steven Singh has served as Concur's Chief Executive Officer since 1996 and as a director since 1993, including service as Chairman of the Board of Directors since September 1999. From 1993 to 1996, Mr. Singh was General Manager of the Contact Management Division at Symantec Corporation, an international technology firm focused on protecting information and computer systems. Mr. Singh serves as Chairman of the NBTU Foundation Board, serves on the board of directors for AdReady and Washington Roundtable.



Mark Joseph, CEO & Vice Chairman, Veolia Transportation

As CEO, Mark Joseph has rapidly transformed Veolia Transportation into the largest multi-modal transportation company on the continent. He has directed dynamic expansion of bus, rail, para-transit, shuttle, and taxi, including privatization of the New Orleans public transportation authority and the acquisition and expansion of SuperShuttle. Mark began his career with Yellow Cab of Baltimore where he served as President and CEO for 20 years, growing a small local operation into a leading regional transportation company. Mark is also a RideCharge co-founder.



Nicholas Perrins, Partner & CFO, Novus Energy Partners

Nicholas is a founding partner and CFO of Novus. Since 1996, Nicholas has managed an investment management firm, now called Dyson Capital Advisors, which works with high net worth families. Dyson oversees investment decisions, portfolio construction and risk management. Since 2004, Nicholas also serves as CFO and co-founder of X-10 Capital Partners, a long-short equity hedge fund. For X-10, Nicholas oversees the accounting and risk management functions. Nicholas holds a BS in Finance from Boston University.