

UBER HB2286 TESTIMONY

Good morning Mr. Chairman and Honorable Members of the Committee on Insurance:

My name is Will McCollum. I am a General Manager with Uber Technologies and am responsible for our potential expansion to Kansas.

I'm here to testify in support of of HB 2286 Concerning Transportation Network Companies and address any questions or concerns you may have. I'd like to specifically speak to the operational aspects of the bill and its economic impact. My colleague, Dennis Stefanitsis, is here to testify on the Insurance part of this bill. As this is the Insurance Committee and we're all familiar with the concerns raised there, we want to devote serious attention to that one specific aspect of this exciting, new business model.

Kansas needs a comprehensive TNC regulation, which is exactly what HB 2286 is: it provides the regulatory certainty to both drivers and riders to know that they can rely upon TNCs for opportunity, safety and reliable transportation options throughout the state of Kansas.

Uber is a technology company. We've built a smartphone application that has transformed the way people move around their cities by connecting riders and drivers through a mobile application. To be clear, we are not a common carrier, taxi or limousine company.

UberX is our affordable, ridesharing product in question today. It offers an economic opportunity for everyday Kansans like teachers, nurses, military veterans, retirees and many others the ability to provide rides with their personal vehicle. In most cities, uberX is over 40% cheaper than a taxi.

Today, Uber operates in over 270 cities around the world and millions of people rely upon Uber as their primary means of transportation. We hope to further expand our operations in Wichita and the Kansas City metro area and expand into several cities providing employment opportunities in Manhattan, Lawrence and Topeka, if balanced regulations are passed.

Exhibit A is the best place to start. Each blue dot there represents a location where a potential rider has opened the Uber app on their smartphone, checking to see if there is a car available in their area. Exhibit B shows riders by state house district. The darker shades of blue denote a higher proportion of riders. You may be asking yourself, "How

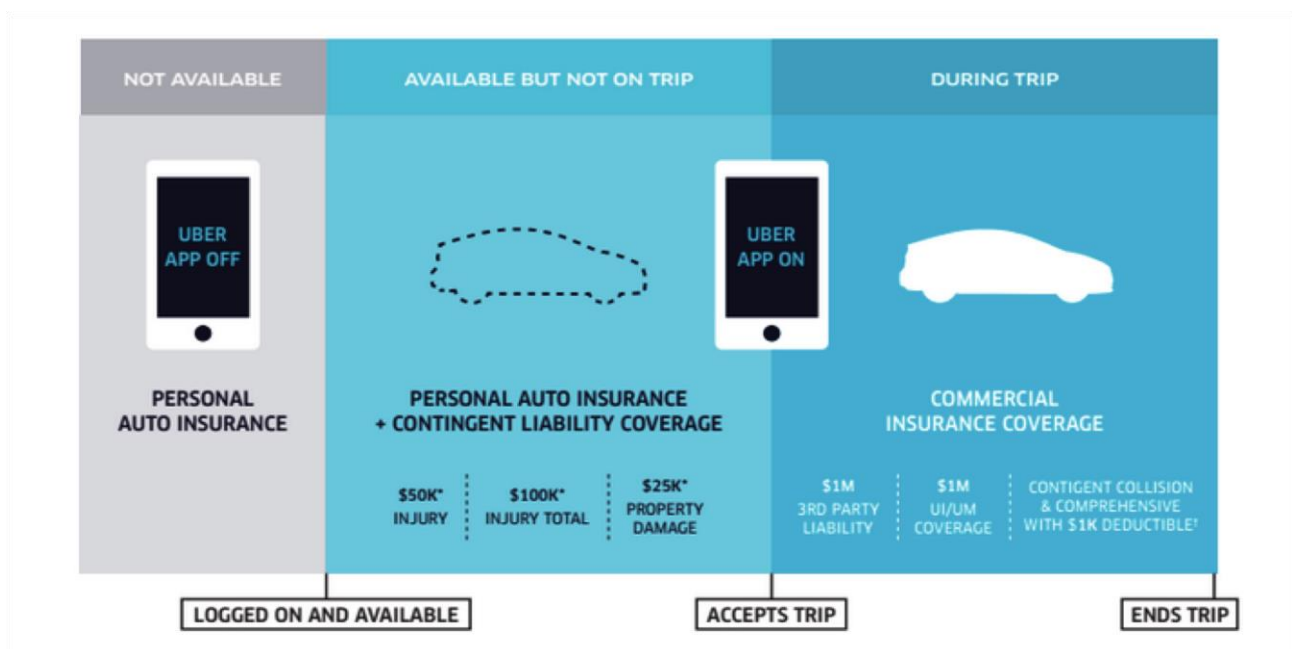
are there so many rides out West?” Well, Kansans from that area of the state are taking rides with Uber where the service is available, whether in Kansas or elsewhere throughout the world.

But clearly, as you can see, Kansas is ready for Uber.

Unlike traditional taxi or limo companies, we don’t own any vehicles or employ any drivers. Drivers are independent contractors and entrepreneurs that are empowered with the ability to work when and where they want, all with the flexibility of choosing their own schedule.

By passing comprehensive TNC legislation, we can provide certainty to the hundreds of Kansans who have already provided rides. These are real jobs and real opportunity that are at stake here. Please refer to Exhibit C. Therein, you can see by the darker shades of blue where drivers reside. Again, these are real people with real jobs at stake, in your district.

As stated earlier, my colleague Dennis Stefanitsis will dedicate his testimony to the Insurance aspect of our business model. But I want to be on record as saying that we maintain industry leading end-to-end insurance coverage that ensures all parties are protected throughout the Uber experience. Every single ride request that is accepted on the Uber platform is covered by a \$1-million commercial auto liability insurance policy maintained by Uber. This policy is in place from the time the driver accepts the request for a ride until the passenger exits the vehicle at their intended location. We do this, not because it’s required by statute, but because the riding public, drivers and the free market demand this coverage and we have responded to that market need. Please see this diagram as a reference.

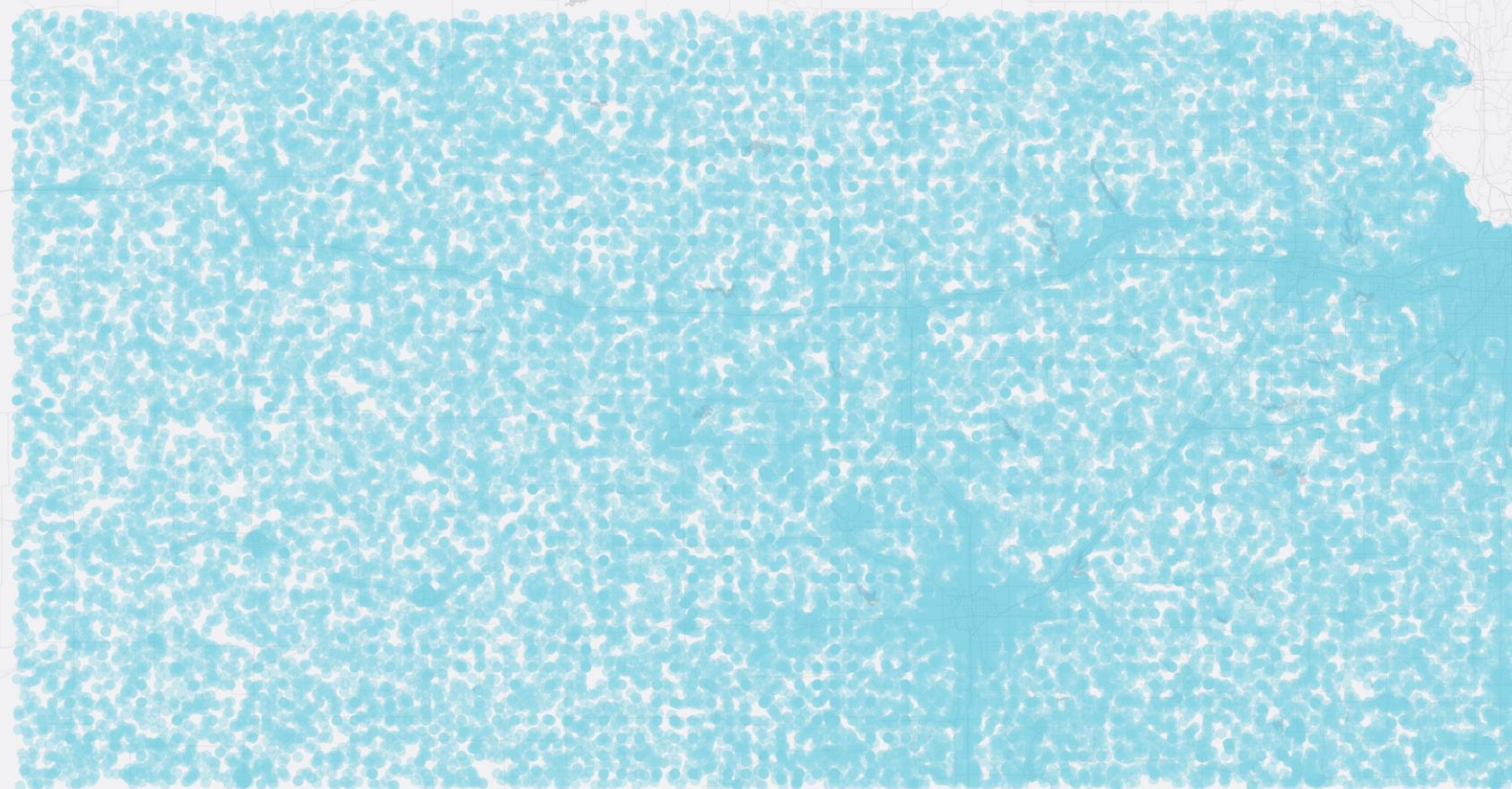


Let's talk safety. HB 2286 is comprehensive legislation that will sets strict statewide requirements for Uber and any of our competitors. Section 11 covers a Zero Tolerance Policy to drugs and Alcohol. Period. Section 12 goes on to describe the rigorous background check requirements that each driver must go through, including a motor vehicle record check, multi-state criminal records, local and national criminal background, and national sex offender registry. And finally, Section 13 provides vehicle safety requirements.

I think we can all agree that comprehensive TNC legislation is good policy. Kansas is business-friendly and deserves the same transportation options as the rest of the country. Lets remember what we're here to talk about: jobs, transportation options, safety and reliability.

Thank you all for your time. I'm willing to answer any questions you may have.

People Want To Use Uber In Kansas



Each dot represents the location of the first time a unique user opened the app

Data from the State of Kansas between September 15, 2014 and March 15, 2015.
Points have been jittered for privacy.

Exhibit A

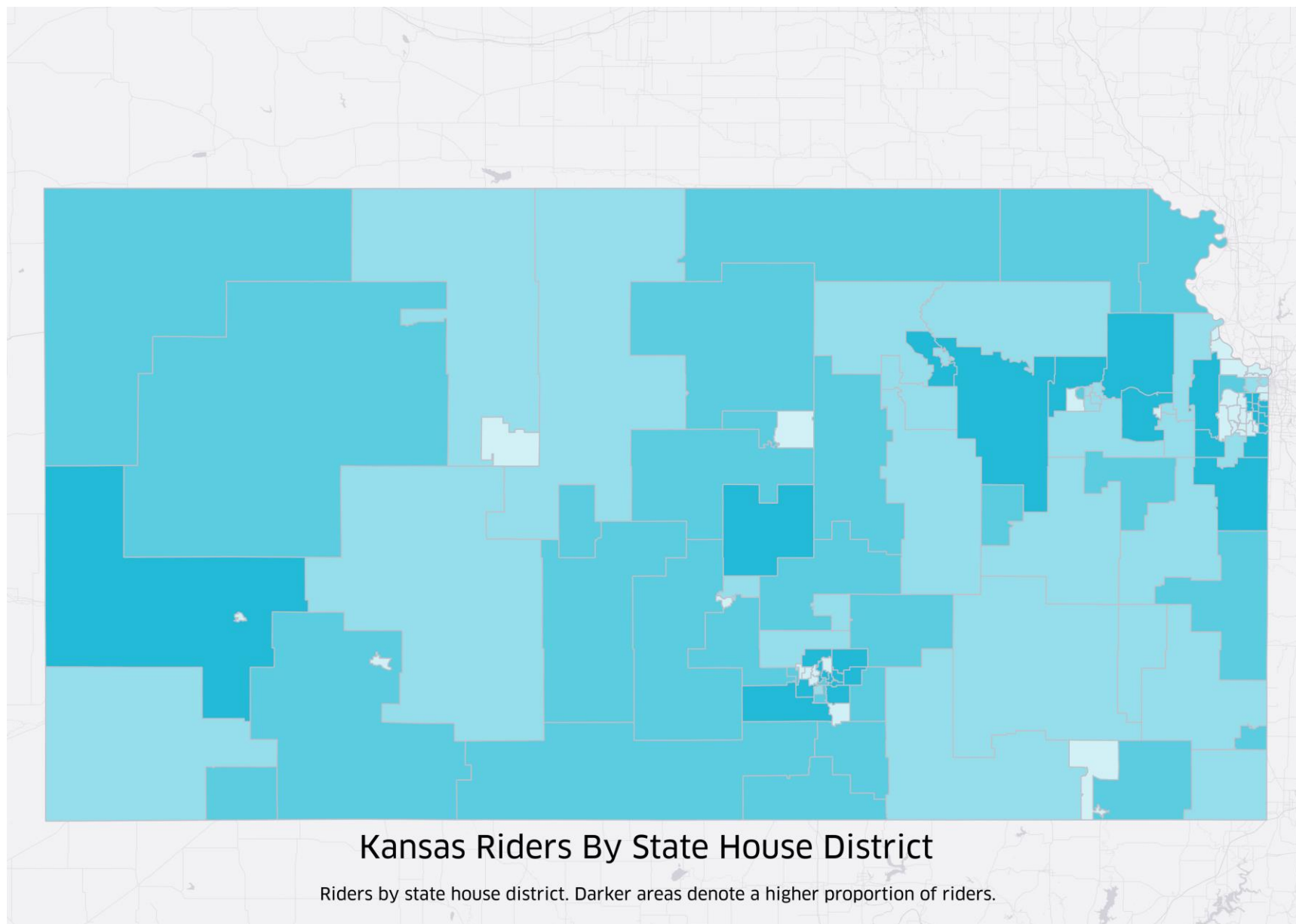


Exhibit B

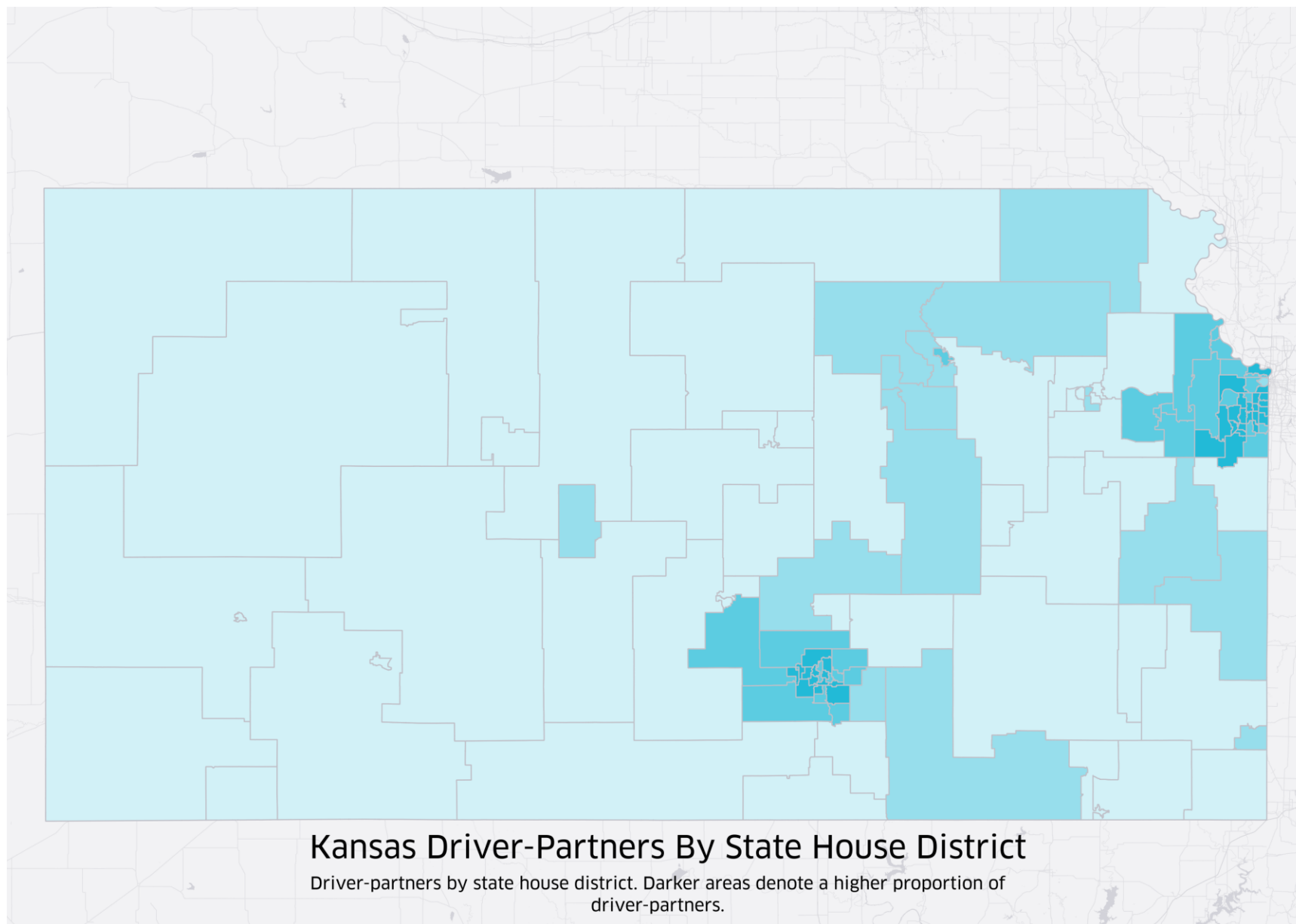


Exhibit C