California offers unrivaled future mobility opportunities

California has an extensive ecosystem of industry leaders and support resources, but they are not easily accessed or readily available to future mobility start-ups.

+40% of mobility early stage companies choose California as their hub

Over 20+ venture funds invest in new mobility

46.8% EV market share in U.S.

Traditional bellwether market for rest of U.S.

Epicenter for climate regulation & policy

Silicon Valley, world’s leading tech firms

Leading academic & research institutions
Orchestrating Commercially Meaningful Interactions

The CMC provides a single point of entry to the California ecosystem and a structured, partnering approach to:

- Advanced Manufacturing
- Testing and validating
- Commercializing

Future mobility innovations in California and beyond.
A “COMMERCIALIZATION COLLABORATIVE”

**Members**
Global industry leaders with a vested interest in advanced mobility and commercialization

**Clients**
Mobility companies that align with the technical and product roadmaps of CMC members

**Preferred Service Providers**
Vetted, best-in-class strategic, technical, research and business support resources

**Broader Mobility Ecosystem**
International, national and local, public & private entities that impact how society will transition to and adopt future mobility innovations.
CMC Clients

Clients will be able to access a complete business process review and a comprehensive commercialization plan that is implemented with support from CMC’s staff, members and preferred service provider ecosystem.
CMC Members

Member interaction with innovative future mobility companies ranges from up-close observation to testing and validation, to commercialization partnerships.
Beyond interactions within the CMC ecosystem, the CMC also interacts with the broader Future Mobility Ecosystem to enhance CMC’s global reach, better support Client’s and Members and accelerate and influence overall adoption.
Preferred service providers are experts in their respective fields, vetted by the CMC and available to help clients and members realize their commercialization goals.

CMC Preferred Providers

- Business Case
- Digital Tech
- Advanced Mfg.
- Testing & Validation
- Requirements Compliance
- Venture Capital
- Non-Dilutive Financing
- Market Entry
CMC is structured to provide value for both members and clients at every stage of development.
A New Type of Resource

CMC Provides a Next-Step After Accelerators

CMC is highly differentiated vs. traditional accelerators due to its emphasis on commercialization and its deeper, curated involvement between mobility companies and corporate members.
CMC provides a variety of funding options to help clients cover service provider and commercialization plan implementation costs. Service provider fees include a 5% partner fee. Alternatively, clients may purchase the commercialization plan and use their own services providers.

### COMMERCIALIZATION COSTS

- R&D
- Staffing
- Training
- Testing
- Prototyping
- M&A
- Legal
- Sales
- Marketing

### GRANT FUNDING

- Grant Sourcing
- Grant Evaluation
- Grant Writing

### EQUITY & DEBT FUNDING

- Direct Investment
- Investment Syndication
- Fund Raising Guidance
Regional and national economic stimulus opportunities

• New workforce development pathways with community colleges and universities in partnership with State workforce development organizations

• Long-term commitment to underserved neighborhoods

• Providing a spectrum of job opportunities for technical ‘hands on’ workers through to Doctorate Degree students

• Develop new services and manufacturing processes that support local business growth
CMC, THE GATEWAY TO FUTURE MOBILITY SUCCESS

Rapid Commercialization

CMC provides:
- A single point of access
- Partnerships
- Programming
- Funding access

CMC manages:
- Pace of progress
- Risks
- Ecosystem interaction

The CMC’s program offerings rapidly progress beyond prototypes and proof-of-concept projects, to commercial success.