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# Virtual Acceleration Workshops on E-Mobility & Green Industrial Parks

*(Organized as part of Korea 7<sup>th</sup> Green Roundtable events)*

<b><i>BUSINESS MODEL DESCRIPTION</i></b>
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**Pre-events Online Forum: 15-26 June 2020**

**Main events: 29-30 June 2020**

**Post-events Online Forum: 1-7 July 2020**



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**Business Model Name: BUS Provision- The ROSCO model for Buses**

<http://www.transfondo.com/>

**Lead (Organization/Company): Transfondo**

**Main contact point:** Andres Jaramillo, CEO

Status: **Scale-up**

Transfondo is an asset manager and project structurer, dedicated to develop projects and invest in rolling stock (buses) and to make it available to mass public transport operators in Latin America, limiting the operational risk and with a security in the investment guaranteed through periodical cash flows. This method of investment allows the continuous renewal of fleets, guarantees the quality of the service, and helps to solve the environmental problem of the cities through the renewal of the fleet. List of Partners involved into the business model: Bus manufacturers, Electric companies, International finance institutions, Development banks. Our model works with the public transport operations, separating the bus ownership from the bus operation, creating two players in the model, creating benefits in terms of facility to grow and protecting the systems from defaults.