Waymo x GrubHub

Director of Partnerships - Jack Carey
Waymo

Who We Are

● Self-driving technology development company
  ○ Since 2009
  ○ Most autonomous miles
GrubHub

- Online and mobile food ordering and delivery marketplace
  - Many assets including Seamless and LevelUp
- Competitive field
Goal: Develop technology for autonomous delivery

An Investment for the Future
Problem

Current Finances

- October 2019: Share prices drop 43%
  - Q3: Net Income 1 M
  - Market Share Behind DoorDash
Problem

Lack of Innovation

- 2018: Postmates announces partnership with Ford
- 2019: DoorDash announces partnership with General Motors
Satisfaction

- Proven Success
  - Waymo One
    - 10 M Autonomous miles driven
    - 10 B Simulated
## The Self-Driving Car Companies Going the Distance
Number of test miles and reportable miles per disengagement in California in 2018

<table>
<thead>
<tr>
<th>Company</th>
<th>Miles</th>
<th>Miles per Disengagement*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Waymo</td>
<td>1,271,587</td>
<td>11,154.3</td>
</tr>
<tr>
<td>GM Cruise</td>
<td>447,621</td>
<td>5,204.9</td>
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<tr>
<td>Zoox</td>
<td>30,764</td>
<td>1,922.8</td>
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<tr>
<td>Nuro</td>
<td>24,680</td>
<td>1,028.3</td>
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<tr>
<td>Pony.AI</td>
<td>16,356</td>
<td>1,022.3</td>
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<tr>
<td>Nissan</td>
<td>5,473</td>
<td>210.5</td>
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<tr>
<td>Baidu</td>
<td>18,093</td>
<td>205.6</td>
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<td>Aurora</td>
<td>32,858</td>
<td>99.9</td>
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<td>Drive.ai</td>
<td>4,617</td>
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<td>Nvidia</td>
<td>4,142</td>
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<td>Mercedes-Benz</td>
<td>1,749</td>
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<tr>
<td>Apple</td>
<td>79,745</td>
<td>1.1</td>
</tr>
<tr>
<td>Uber</td>
<td>26,899</td>
<td>0.4</td>
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</tbody>
</table>

*Cases where a car’s software detects a failure or a driver perceived a failure, resulting in control being seized.

Source: DMV via thelastdriverlicenseholder.com
Satisfaction

- Safer and Cost Efficient Alternative
  - Traffic Accidents 90% human error
  - Eliminate ‘per order amount’
Visualization

+ Benefits
  ○ Compete with Competitors
  ○ Efficiently Serve Customers
  ○ Improved Margins

- Consequences
  ○ Financial Struggles Continue
  ○ Brand of the Past
Action

- Time is running out
- Partner with Waymo and Dominate Again
- Embrace the future
Thank You!
Isidore, Chris. “Self-driving cars are already really safe.” CNN, 21 Mar. 2018,


N.p. “Grubhub Reports Third Quarter 2019 Results.” Nasdaq, 28 Oct. 2019,


Taylor, Kate. “DoorDash is going to start using self-driving cars to deliver groceries and takeout.” Business Insider, 03 Jan. 2018,