

CleverSolutions Autonomous: Operational Expertise as a Business Model

Backed by fresh capital, CleverSolutions Autonomous takes over fleet operations of autonomous vehicles for third parties.

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CleverSolutions is launching a spin-off company to operate autonomous vehicle fleets on behalf of third parties: CleverSolutions Autonomous. The new company targets transport operators, public transport authorities, and private operators that want to deploy autonomous vehicles without building up their own operations. At launch, the company is closing a funding round backed by leading German bus operators.

"The car comes from Germany. The software is from Silicon Valley. But the largest share of value creation in autonomous mobility happens neither in the factory nor in the lab, it happens in day-to-day operations, in the control center, in the daily responsibility for the fleet. That's the gap we identified, and it's where we want to bring in our more than 15 years of experience in mobility with CleverSolutions Autonomous," says Bruno Ginnuth, founder of CleverSolutions.

The team behind CleverSolutions brings years of hands-on operational experience. They built and ran CleverShuttle, one of the first on-demand mobility services in Germany. Out of that grew CleverSolutions' B2B operating model: over the past several years, working alongside public transit operators, the company has run more than 30 on-demand services across Germany, developing the processes, control logic, and system architecture that autonomous fleets rely on today.

The funding round is led by Autobus Oberbayern and Geldhauser Linien- und Reiseverkehr, two of Germany's most experienced bus companies. Their participation underscores the strategic logic behind the new venture: those with decades of experience in passenger transport know that operations, not the vehicle itself, determine success or failure.

"We've been moving people for more than 135 years, and we've always been early adopters of new technology, from the combustion engine to electrification. Autonomous vehicles are the next step. We're investing in CleverSolutions Autonomous because operational expertise isn't something you can buy off the shelf," says Nico Schoenecker, Managing Director of Autobus Oberbayern GmbH.

Both companies bring decades of experience in local passenger transport, along with a genuine interest in actively shaping autonomous mobility rather than experiencing it as an external technology shock.

"We think in long time horizons. Autonomous mobility will transform transportation. We want to shape this transformation together with a partner who understands how day-to-day operations really work," says Martin Geldhauser, Managing Director of the Geldhauser Group.