CYBERCAB FLEET OWNERS · WHITE PAPER 1

Starting a Cybercab Fleet

The 2027 Readiness Guide

What is known, what is not, and how to prepare a 5 to 20+ car robotaxi fleet in the US or the Netherlands/EU, step by step.

By the Cybercab Fleet Owners expert team · Edition 1, October 2026 · Facts checked 29 October 2026
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1. Why this guide, and how to use it

More than 760 people in the Tesla Cybercab Fleet Owners community on X are planning a robotaxi fleet. Some plan one car to start, others ten or twenty-plus. Locations run from Austin, Las Vegas and Athens, Georgia to Almere, Hamburg and Bordeaux. The same questions come up again and again: *Where will I be allowed to operate? How does the owner model work? Where do the cars charge and sleep? How do I fund it? Is it worth it?*

This guide answers what can be answered today. For everything else, it gives you a way to think it through. It deliberately contains **no earnings, return or fee figures**. Tesla has not published owner terms, and any number given now would be a guess. What you can do now is get ready: pick a city, line up a depot, collect insurance and funding quotes, and build a cost model you can fill in the day the real terms come out.

> **How to read the status labels. Confirmed** = from a regulator, a Tesla publication or an on-record Tesla statement, with source. **Reported** = from credible press or trackers. **Unknown** = not public yet; plan for it as a variable.

2. What is known vs. what is still unknown

Topic	Status (as of 29 Oct 2026)	Label
Where Tesla runs driverless rides	Austin, Dallas, Houston, Miami, Orlando and Tampa. In the San Francisco Bay Area rides have a safety driver. [1] [2]	Confirmed
Next announced cities	Las Vegas, Phoenix, San Antonio, Jacksonville; no launch dates. [2][3]	Confirmed (no dates)
Cybercab in service	Public Cybercab rides in Tesla's own Austin fleet since early September 2026; Dallas Cybercab service planned for November 2026. [3][4]	Confirmed / planned

Production	First production Cybercab left Giga Texas in February 2026; continuous production since April. Tesla's engineers say the line currently builds faster than cars are deployed. [5][6]	Confirmed
Can you order one?	No order page, price list or delivery date. The only route is Tesla's interest form (tesla.com/robotaxi), which includes Cybercab fleet purchasing. [1][5]	Confirmed
Customer deliveries	On the Q3 2026 call Tesla said it is "trying" to get Cybercabs to customers by the end of 2026, starting small, and that the Cybercab is "primarily" a transport service with most units Tesla-owned. [7][8]	Target, not a commitment
Owner cars on the network	Tesla suggested the first customer vehicles could join the robotaxi fleet "somewhere around Q2" 2027, subject to geofences and Tesla's fleet management. [8][9]	Target window
Price	Tesla's long-stated goal is under USD 30,000; no published price. [5]	Unknown
Owner terms	Revenue split, eligible cities, caps per city, insurance rules, cleaning and quality standards, technical rules: none published. [9]	Unknown
US federal oversight	NHTSA opened an Audit Query into Tesla's Cybercab self-certification on 4 Sept 2026 and is rewriting safety standards for cars with no manual controls. [10][11]	Confirmed, ongoing
Netherlands / EU	RDW approved FSD (Supervised), a driver-assistance system that still needs a driver, for the Netherlands on 10 April 2026. EU-wide approval is pending; ten countries have recognised it. Driverless commercial taxis are not yet generally allowed in NL. [12][13][14][15]	Confirmed

> **What this means for you:** the vehicle is real and being built. The rules for owners are not public yet. Prepare everything you control (city, entity, depot, insurance, funding pack) so you can move once the terms come out. Don't commit capital you can't take back based on targets.

3. Choosing a fleet size

Community plans range from one car to "as many as possible". The right starting size is the one your **depot, funding and time** can support without stress, not the one your ambition picks. A useful way to think about it:

Phase	Typical intent	What it takes	Main risk
Starter (1-4 cars)	Learn the business, grow from reinvested cash flow	Home or rented parking with DC charging access, a cleaning routine you or a partner can handle, simple insurance	A single car's downtime hits hard; you depend on public fast chargers
Small fleet (5-10)	Side business or first operator step	A small depot or reserved bays, own DC chargers or a charging contract, cleaning schedule, entity and bookkeeping	Fixed depot costs before the fleet is fully used
Operator (10-20)	Local fleet company	Dedicated depot with a grid connection sized for simultaneous charging, staff or service partner, fleet insurance, lender-grade reporting	Grid connection lead times; financing covenants
Scale (20+)	Regional operator	Multiple sites or one large hub, 24/7 operations cover, a relationship with the network operator and the municipality	Concentration risk if terms or permits change in your city

Rule of thumb for phasing: buy in batches. Track the real cost per kilometre and utilisation for each car for a few months, then decide the next batch. Tesla's engineers say the Cybercab will be "progressively improved at a rapid rate" [6]. That's another reason not to buy your whole fleet from the first production version.

4. Depot and charging

"Where does it sleep?" comes up in nearly every serious conversation about a fleet. A robotaxi works all day, but it still has to charge, be cleaned and park somewhere between peaks.

What we know about charging

- Hands-on reports from September 2026 say the Cybercab charges through a NACS port on **DC only**, with no onboard AC charger [5]. Treat this as reported until Tesla publishes specs. If it holds, a normal home socket or AC wallbox will not do.
- Tesla's engineers say the battery and charging were designed for uptime: "the faster you charge it, the more uptime you get, the fewer posts you need" [6]. They keep a normal charge port to use existing infrastructure and are exploring automated charging for later [6].

Depot planning checklist

Item	Questions to answer
Location	Inside or near the likely service area? Fast access to main roads? Safe, lit and fenced?
Grid capacity	How many kW can the site supply at once? Lead time and cost for a bigger connection? (In NL grid congestion can mean long waits; check with the grid operator early.)
Chargers	How many DC posts per car? This depends on charge speed, daily kilometres and when the cars can charge. Own chargers, a charging contract, or public fast chargers?
Energy price	Day/night tariff, demand charges, on-site solar or battery storage options.
Cleaning bay	Water and drainage, vacuum, supplies, space to inspect the interior.
Permits	Zoning or land-use approval for commercial vehicle parking and charging; fire-safety rules for EV charging indoors.
Access	Can a driverless car get in and out on its own (gates, barriers, ramps)? Who handles a car that gets stuck?

5. Cleaning and daily operations

Riders judge a robotaxi by its interior. Community members expect Tesla to set quality and cleaning standards for owner cars (community question Q003), so plan for them now.

- **Daily cycle:** interior check and quick clean between peaks; deep clean on a fixed schedule; exterior wash depending on weather.
- **Incident response:** who handles a car with spills, lost items or damage, and how fast? Response time drives downtime.
- **Maintenance:** tyres, wipers, brakes, glass, sensor cleaning, software updates. Tesla's engineers say the drive inverter can be serviced from the top and the battery is built from modules that can

be replaced on their own, both aimed at less downtime [6]. Ask for real downtime data per repair type once owner terms come out.
- **Who does it?** Three models: do it yourself, hand off part of it, or hand off all of it. Our Cybercab as a Service offer has two tiers. **Full operations:** we handle charging, cleaning, insurance, maintenance and network operations; you own the car. **Operations only:** you handle charging and cleaning; we handle insurance, maintenance and network operations. See cybercabfleetowners.com/#caas. Terms are agreed per owner and are not part of this guide.

6. Insurance

Insurance is one of the biggest open questions. Reporting on Tesla's Q3 2026 call notes that insurance "may be difficult to obtain" for privately owned driverless cars [9].

- **Who is liable?** With no human driver, liability may shift to the operator or the system provider. How this works for owner cars on Tesla's network is not yet published.
- **US:** Texas requires companies running driverless commercial vehicles to show insurance as part of their TxDMV authorisation [16]. Other states have their own rules.
- **NL:** every vehicle needs liability insurance (WAM). Driverless experiments need a suitable insurance certificate with the permit application [15].
- **What to do now:** ask two or three commercial fleet brokers for indicative quotes and the documents they need. Have your safety and depot plan ready: safety design (for example side-impact protection [6]), depot security and incident procedures help.

7. Regulation: United States vs. the Netherlands and EU

United States: federal plus state

Layer	Status
Federal (NHTSA)	Manufacturers self-certify that vehicles meet the federal safety standards (FMVSS). NHTSA opened an Audit Query into the Cybercab's self-certification on 4 Sept 2026 [10]. It is rewriting standards for cars without manual controls and has given Zoox a temporary exemption (July 2026 to July 2028) [11][17]. This mainly affects the manufacturer, but the outcome could change timing and supply.
Texas	Since 28 May 2026, companies running driverless vehicles commercially need active TxDMV authorisation (no fee). They must certify things like traffic-law compliance, recording equipment, minimal-risk capability, registration and insurance, and file an emergency-response plan with DPS [16].
Other states	Each state is different. California needs DMV and CPUC permits for driverless rides (Tesla's Bay Area rides run with a driver) [2]. Nevada and Arizona have issued permits to Tesla [2][3]. Check your state's AV law and city rules on curb access and depots.

Netherlands and EU

Layer	Status
FSD (Supervised)	RDW issued a European type approval valid in the Netherlands on 10 April 2026. It is a Level 2 driver-assistance system: the driver stays responsible [12][13]. Ten EU countries have recognised it. EU-wide approval needs a qualified majority in the Technical Committee on Motor Vehicles (TCMV), which discussed it on 6 Oct 2026 without a vote; a decision is expected in December [14].

Driverless vehicles (EU)	EU Regulation 2022/1426 allows type approval of fully automated vehicles in small series (capped per type per year). Germany also has a national Level 4 framework (StVG/AFGBV) with approved operating areas and a technical supervisor [18].
Driverless in NL today	Only through a permit for an experiment without a driver in the vehicle (Wegenverkeerswet 1994, art. 149aa; applied for at RDW). It lasts up to three years and needs a defined operating area, risk analyses, insurance and monitoring. Paid passenger transport can be part of it [15] [19]. The government is preparing broader legislation for testing and using automated vehicles [20].
Taxi rules (NL)	Dutch taxi rules are written around a human driver (taxi licence, driver card, on-board computer). How they will apply to a driverless car is not settled. Expect national and municipal steps before commercial robotaxi service.

> **Bottom line US vs NL/EU:** in the US, owner participation depends mostly on Tesla's terms and state permission, and several Texas and Florida cities already have driverless service. In the Netherlands and the EU, the legal route for commercial driverless taxis still has to be built. A Dutch or EU fleet plan for 2027 should allow for a later start, a supervised phase or a permit-based pilot.

8. The cost-per-kilometre framework

"Utilization ends up mattering more than the purchase price," as one member put it. Tesla's own engineers say it in another way: for riders, "it's just going to come down to the cost per mile" [6]. Your business case is the gap between what the network pays you per kilometre and what each kilometre costs you. This section gives you the formula. You fill in the numbers once they are known. **We give no figures.**

Step 1: cost per kilometre

```
Cost per km =
  ( Depreciation + Financing cost + Insurance + Depot/parking + Fixed admin &
software ) ÷ Total km per period
  + Energy per km    [ kWh per km × price per kWh ÷ charging efficiency ]
  + Cleaning per km
  + Maintenance, tyres & repairs per km
  + Downtime allowance (cost of days off the road)
```

Variable	How to estimate it	Source to use
Purchase price	Unknown; leave blank or test a range	Tesla's price once published
Useful life (km)	Tesla says it designs the car for a very long life [6]; test low/base/high	Tesla specs, warranty, early fleet data
Residual value	What is the car worth at the end? Battery health and the hardware version both matter	Lender or lessor assumptions
Depreciation	(Price − residual value) ÷ useful life in km	Calculated
Financing	Interest and fees on the funded amount	Quote from a licensed lender
Energy	Measured kWh/km × your tariff, plus charging losses	Your energy contract, early fleet data
Insurance	Annual premium ÷ km per year	Broker quote

Depot / parking	Rent + charger costs + grid fees, split per car	Lease offer, installer quote
Cleaning	Cost per clean × cleans per day	Own time or service partner
Maintenance	Tyres, wear parts, repairs per km	Service partner, warranty terms
Downtime	Days off the road × lost contribution per day	Your own log

Step 2: revenue side (all variables)

```
Owner result per km = ( Ride revenue per paid km × Paid share of km × Owner share
) − Cost per km

Utilisation = Paid km ÷ Total km    Total km per day = Active hours × Average
speed in service
```

The ride price, the owner share and how many rides the network sends to your car are all **set by the network operator**, and none have been published. Keep them as inputs and run three cases (low, base, high). Your plan should still work in the low case.

Step 3: stress-test

- What if utilisation is much lower than you hoped (for example, the city caps owner cars)?
- What if useful life is shorter, or a new hardware version cuts the resale value?
- What if insurance or energy costs more?
- What if the start date slips by six or twelve months while fixed costs (depot rent, interest) keep running?

A spreadsheet version of this framework will follow as White Paper 2, "The Cost-per-Kilometre Workbook".

9. Funding routes via licensed partners

Members ask about funding more than almost anything else. "I don't have the capital" and "I don't qualify for an SBA loan" are common. These are the main routes. We do not provide credit or investment products ourselves; any funding goes **only through a partner licensed by the relevant regulator** (in the Netherlands, for example, AFM/DNB-supervised lenders and lessors; in the US, appropriately licensed lenders).

Route	How it works	Points to weigh
Own cash	Pay for the cars outright	Simplest; all risk sits with you; keep a cash buffer for delays
Bank or business loan	Loan to your company, often with the cars as security	Needs a business plan and cash-flow forecast; may need a personal guarantee
Lease / asset finance	A lessor owns or finances the car; you pay per period	Less upfront cash; check end-of-term and mileage rules for a high-mileage car
Co-ownership	Several people or partners own a fleet together through a company	Shareholder agreement, decision rules and exit terms matter; in some setups it can count as a regulated offering, so get legal advice

Reinvesting	Start small and use each car's results to fund the next	Slower but lower risk; depends on real results, not projections
Tax and subsidies	Depreciation rules, EV incentives, business investment deductions	Differs per country and changes often; ask a tax adviser

What a lender will ask for

- Business plan with city, fleet size, phasing and operating model
- Cash-flow forecast built on the cost-per-km framework, with assumptions shown
- Insurance quote or broker letter
- Depot and charging plan (site, grid capacity, chargers)
- Status of permits and local rules
- Your entity details, own contribution and risk register

10. Step-by-step readiness checklist

#	Step	Done when…
1	Shortlist 1-3 cities	You know each city's legal status, Tesla status (live, announced or none) and demand signals
2	Register interest with Tesla	Interest form at tesla.com/robotaxi submitted (it is not an order)
3	Set up or choose an entity	Company structure agreed with your accountant/lawyer
4	Choose a starting size and phasing	Batch 1 size and the trigger for batch 2 written down
5	Secure depot options	At least one site with a confirmed grid capacity and charger plan
6	Decide who does the operations	Self, Operations only, or Full operations, with a named partner
7	Collect insurance quotes	Indicative quotes or broker letters from 2-3 brokers
8	Build your cost-per-km model	Low/base/high cases filled in; plan survives the low case
9	Prepare the lender pack	Pack sent to at least one licensed funding partner
10	Track the open questions	Watch list: owner terms, split, caps, city launches, NL/EU votes
11	Join the community and pin your city	Member of the X community; city added to the fleet map

11. Next steps

You are not planning alone.

→ **Join the Tesla Cybercab Fleet Owners community** (760+ future fleet owners): x.com/i/communities/1912893645050511710

→ **Put your city on the fleet owners map:** cybercabfleetowners.com/fleet-map.html

→ **Want someone to run your cars?** Ask about Cybercab as a Service (Full operations or Operations only): cybercabfleetowners.com/#caas

→ **Questions or a plan to review?** florianminderop@mail.grokbot.com

Disclaimer. This guide is general information prepared by the Cybercab Fleet Owners expert team. It is not financial, investment, legal, tax or insurance advice and makes no promise of returns, income or fees. Tesla has not published owner

terms; all plans depend on Tesla's and local regulators' rules. Funding is offered only through licensed partners. Facts were checked on 29 October 2026 and may change. "Tesla", "Cybercab" and "Robotaxi" are trademarks of their owners and are used only to describe; this publication is independent.

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