Illustration: concept rendering of a SMART-STOP 24/7 module at a truck stop on the A3 (Regensburg)

KOHIHOT · SMART-STOP 24/7

Additional Income for Your Site — No Hotel CAPEX

Offer for operators of truck stops, fuel stations and service areas

Pilot region: Bavaria — Regensburg and the A3 / A9 / A93 trunk roads

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2026 pilot phase in Bavaria — site partners wanted
Model: site lease + revenue share
No capital costs and no operating burden on your side
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The Idea in Two Sentences

SMART-STOP 24/7 turns an unused edge of your site into an accommodation asset with minimal staffing needs. You provide the site and the utility connection — we provide the modules, the booking system, smart access, technical maintenance and remote guest support.

What the Site Owner Receives

A fixed monthly lease plus a revenue share — no hotel CAPEX, no reception desk and no operational complexity. All utility costs are billed by meter reading.

Dual Comfort module guests — families and tourists on the trunk road

Why It Pays Off for Your Business

- Additional, previously unused income from the edge of your site.
- More footfall for your shop, café and fuel station from module guests.
- No hotel CAPEX — all modules are manufactured and maintained by us.
- No operating risk: cleaning, booking, guest support and reporting are handled on our side.
- The compact cluster format (up to 14 beds) stays below the accommodation-establishment ordinance threshold (from 30 beds) — simplified approval by the local building authority.
- Deployable even on sites with incomplete utility connections — thanks to optional autonomy packages (water, solar power, satellite internet).

Service Hub: Additional Revenue for Your Site

Every module cluster can be extended with service elements that bring additional customer footfall to your site — independent of the pure accommodation lease.

Element	Benefit
Laundry	Washer-dryer unit in the cluster — self-sufficiency for truckers and installation crews on longer tours.
Vending	Vending-machine catering right at the cluster — additional revenue stream with no staffing need.
Starlink / Wi-Fi hub	Stable internet connectivity for guests and the site — even at locations with incomplete network coverage.
Lockers	Secure storage for equipment and luggage — relevant for installation crews and drivers.
Coffee / catering partner	Local tie-in with the site partner's café or shop — more footfall for both sides.
Cleaning / service storage	Dedicated storage space for cleaning staff and technical maintenance within the cluster.

Vending, the coffee/catering partner tie-in and the Starlink/Wi-Fi hub in particular increase footfall at your shop, café or fuel station.

Partnership Terms

Parameter	Term
Fixed site lease	€250–400 / module / month
Revenue share	5–8% of Net Accommodation Revenue
Utility costs	By meter reading or flat rate
Contract term	5 years + renewal option
Break option	After 12 months of pilot operation if occupancy remains below 45% despite marketing
Expansion	Right of expansion once occupancy exceeds 60%

Example: 4-Module Cluster

Revenue item	Estimate per month
Fixed lease (4 modules)	€1,000–1,600
Accommodation revenue share	Additional, depending on occupancy
Extra revenue from café / fuel / shop / showers / EV charging	Additional, indirect effect

The model is based on revenue rather than a profit share — simpler and more transparent for the site owner, since no discussion of the operator's operating costs is needed.

Who Handles the Operational Work

- Manufacturing, delivery and installation of the modules (1–2 days after approval and connection preparation).
- Booking system, automated check-in (smart lock), cleaning, guest support.
- Coordination with developers, B2B clients and — where the site is interested — institutional PPP processes.
- Regular reporting on occupancy and revenue.

How the Start Works

- Step 1. Site audit: available space, utility connections, traffic accessibility.
- Step 2. Agreement on lease and revenue-share terms, contract preparation.
- Step 3. Installation of pilot modules (1–2 modules) and commissioning within 1–2 days once the site is ready.
- Step 4. Review of occupancy and revenue after the first 2–3 months, decision on cluster expansion.

Regulatory context: demand for overnight accommodation along trunk roads is underpinned by the EU Mobility Package's requirements on drivers' 45-hour weekly rest period.[1]

1. EU Mobility Package I — Driving & rest times, European Commission