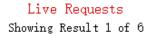
### BECK Friends

# Overview

**BECK Friends** 

Search requests around locations

Sign Up







YOU EARN: INR 2605 SMALL (FITS IN BAG)



#### Pickup Area

San Francisco International Airport, San Francisco, CA…

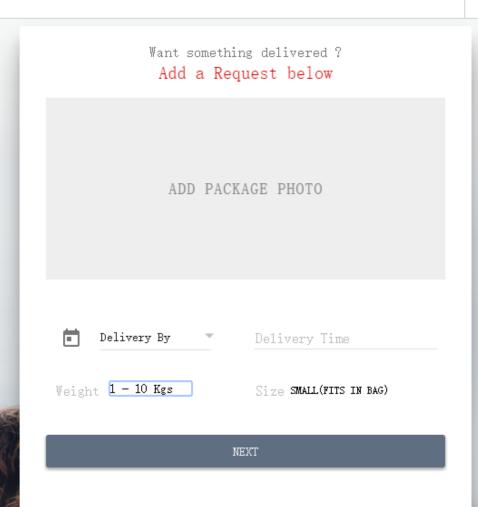
#### Delivery Area

Bangalore Urban, Karnataka, India

Delivery By Dec 12,2016 12:30pm

ACCEPT

Next





## **Business Model**

### Offer Pole

P2P platform

BECK Friends is a global peer-to-peer logistics marketplace which enables people to send anything anywhere by leveraging on their trusted network.

Aimed at Indians

Focuses on Indian people. Both domestic and international shipments.

### **Creation Pole**

Interface

Website based.

Matching

Mainly self match. You can search requests around a location and pick one from them.

Tracking

Real time tracking is not available yet. However, it is available in BECK Instant, another product of the company.



# Business Model (continued)

### Revenue model

Negotiation

Price is estimated by the website based on variables like urgency, weight, volume, distance etc, while it is also negotiable between takers & senders.

Revenue

Currently free for users, but look forward to charge some fee once they have enough signups.

### Stakeholder

Courier

Travelers or commuters are opportunist couriers. Payments are not made through the website.

### Character

Motivation

Community oriented. Mostly dependent on human action and trust.

### BECK Friends

## How does it work



### POST REQUEST

Login and add your request to send anything anywhere. Your request is then live and we connect you to the BECK Friend who accepts your request.



### SEE LIVE REQUESTS

As a BECK Friend you can see live requests in any part of the world. When you find one that matches your travel itinerary, accept it and we shall connect you to the sender.



### FLEXIBLE PRICING

We provide an estimate of the fare for sending a particular package basis distance, size and urgency. The actual fare can be mutually decided between the sender and the BECK Friend



# Value Proposition

### **For Sender**

How often do you have to send something somewhere urgently and have to rely on logistics partners to have the same delivered as per their timeline and price. Use BECK Friends to leverage on your trusted network to deliver anything anywhere. Upload your package details and people travelling the same route accept your delivery request and carry your package for you. The price is mutually decided between you and the traveller. The profiles for users are monitored to ensure security.

### **For Travellers**

Why not earn as you travel? Look for packages as per your travel plans on BECK Friends and carry packages for people on the network and get paid for it! The service is free and the decision to take up a delivery and the price for the same is decided by you. Sounds interesting??



## **Business Traction and Performance**

- Expected to have over 30,000 signups by June 2016
- Not generating revenue yet since it is currently free for users
- Only 6 live requests are on the websites at February 1, 2017

# References

http://www.iamwire.com/2016/04/beck-friends-peer-peer-delivery-service/134616