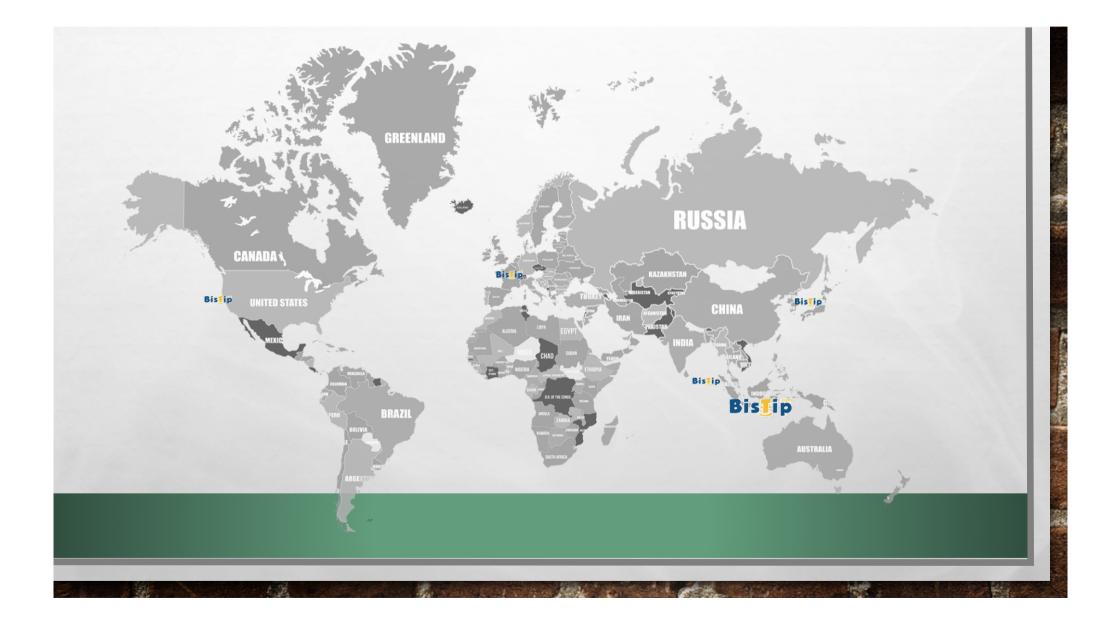
# CROWDSOURCING DELIVERY A EMPIRICAL STUDY





## INTRODUCTION

- NAME: BISTIP
- HEADQUARTER: INDONESIA
- SLOGAN: GET ANYTHING FROM ANYWHERE
- FOUNDER: WILLY EKASALIM, DODDY LUKITA
- NEGOTIATION PROCESS FOR THE PRICE
- INTERNATIONAL DELIVERY
- OFFER: A SECURE PLATFORM ALLOWING REQUESTERS FROM ANYWHERE TO REACH ANY TRANSPORTABLE OBJECT THROUGH THE TRAVELERS.



### **IMPORTANT DATES**

- 03-02-2012 BISTIP WIDGET
- 22-10-2011 THE MOST PROMISING STARTUP 2011 IN INDONESIA
- 14-10-2011 NOW, YOU CAN USE OUR ESCROW WITH PAYPAL FOR YOUR TRANSACTIONS
- 14-04-2011 ROUTINE TRIP (PERJALANAN RUTIN) AND ENGLISH VERSION (BETA)
- 02-04-2011 BISTIP FOR MOBILE
- 21-03-2011 FACEBOOK LOGIN, SEARCH THROUGH NOTES FIELD, AND PROFILE FRIENDLY URL
- 11-03-2011 BISTIP.COM LAUNCHED

## **HOW IT WORKS**

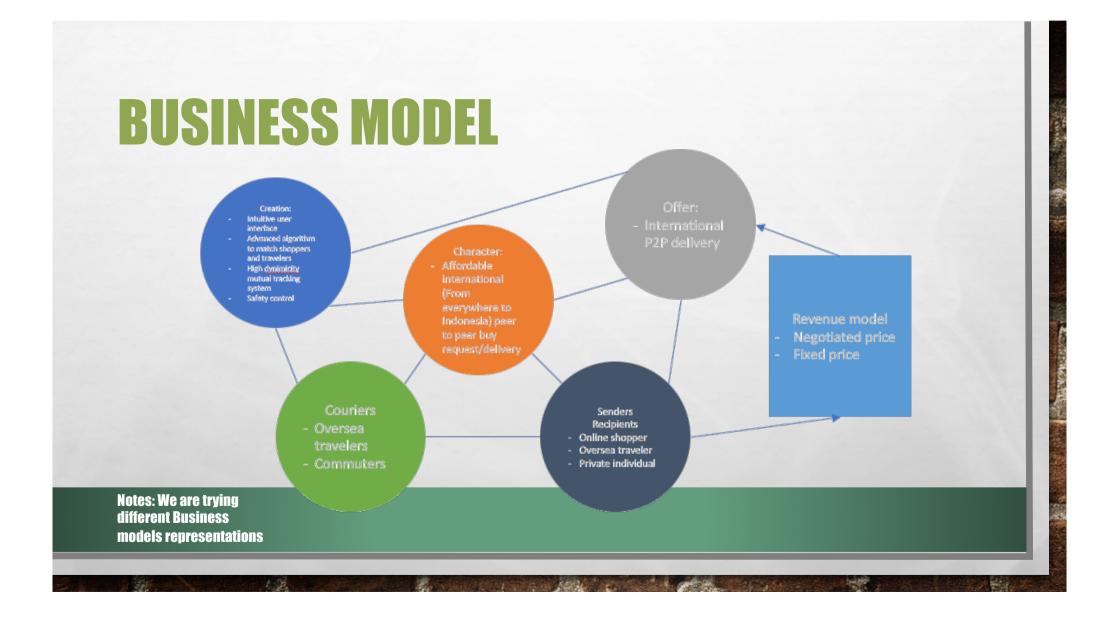


#### TRANSACTION VALUE: 180,293\$

REVENUE MODEL: FEES ON THE ITEM'S PRICE AGREED(NEGOTIATED PRICE, FINANCIAL FEES) ACCORDING THE PURCHASING MATHOS  $\rightarrow$  BCA BANK TRANSFER3% PAYPAL5%

### **BUSINESS MODEL: CANVAS**

*Connect Travelers who's traveling between 2 destinations and Requesters who live in one of the destinations and need goods from the second destination in little time.	*Enable communication between peer to peer delivery from different nations *Possibility for the Requesters to reach objects which are far	*Website *Blog and Forum	*Customers who need to buy goods that are unreachable by conventional means *Customers who cannot afford travel expenses *Travelers who want to gain extra- money buy doing courier or/and buyer
Key Resources ? Insert		Channels ? Insert	
*International travelers *Internet Networking		*Website *APP *Forum *Blog	
	Revenue Streams	2 Insert	
	*Financial fees		
	between 2 destinations and Requesters who live in one of the destinations and need goods from the second destination in little time. Key Resources 2 Insert *International travelers	between 2 destinations and Requesters who live in one of the destinations and need goods from the second destination in little time. Key Resources 2 Insert *International travelers *Internet Networking Revenue Streams	between 2 destinations and Requesters who live in one of the destinations and need goods from the second destination in little time. peer to peer delivery from different nations *Blog and Forum   *Possibility for the Requesters to reach objects which are far Key Resources [2] Insert *International travelers *Internet Networking *Internet Networking Revenue Streams [2] Insert Revenue Streams [2] Insert



# RESOURCES

- COURIERS: OPPORTUNIST TRAVELERS(COMMUTERS AND TRAVELERS) ightarrow Social Delivery
- CHARACTER POLE: COMMUNITY ORIENTED
- P2P DELIVERY METHOD
- COMMUNICATION METHODS (MOBILE APP, WEBSITE HTTP://WWW.BISTIP.COM, FORUM, FACEBOOK, MASSAGING SYSTEM



"WE BELIEVE PEOPLE ARE FUNDAMENTALLY GOOD"

P. and

- **BIITIP SAFETYPAY (ACCEPT US DOLLAR (PAYPAL) AND IDR (BCA BANK TRANSFER))**
- **IF ITEM CAN NOT BE FOUND BISTIP WILL REFUND REQUESTER'S PAYMENT**

### REFERENCES

- HTTPS://E27.CO/A-CLOSER-LOOK-AT-INDONESIA%E2%80%99S-PEER-TO-PEER-COURIER-MARKETPLACE/
- HTTP://WWW.BISTIP.COM/
- HTTPS://WWW.TECHINASIA.COM/BISTIP-INDONESIAS-PEER-TO-PEER