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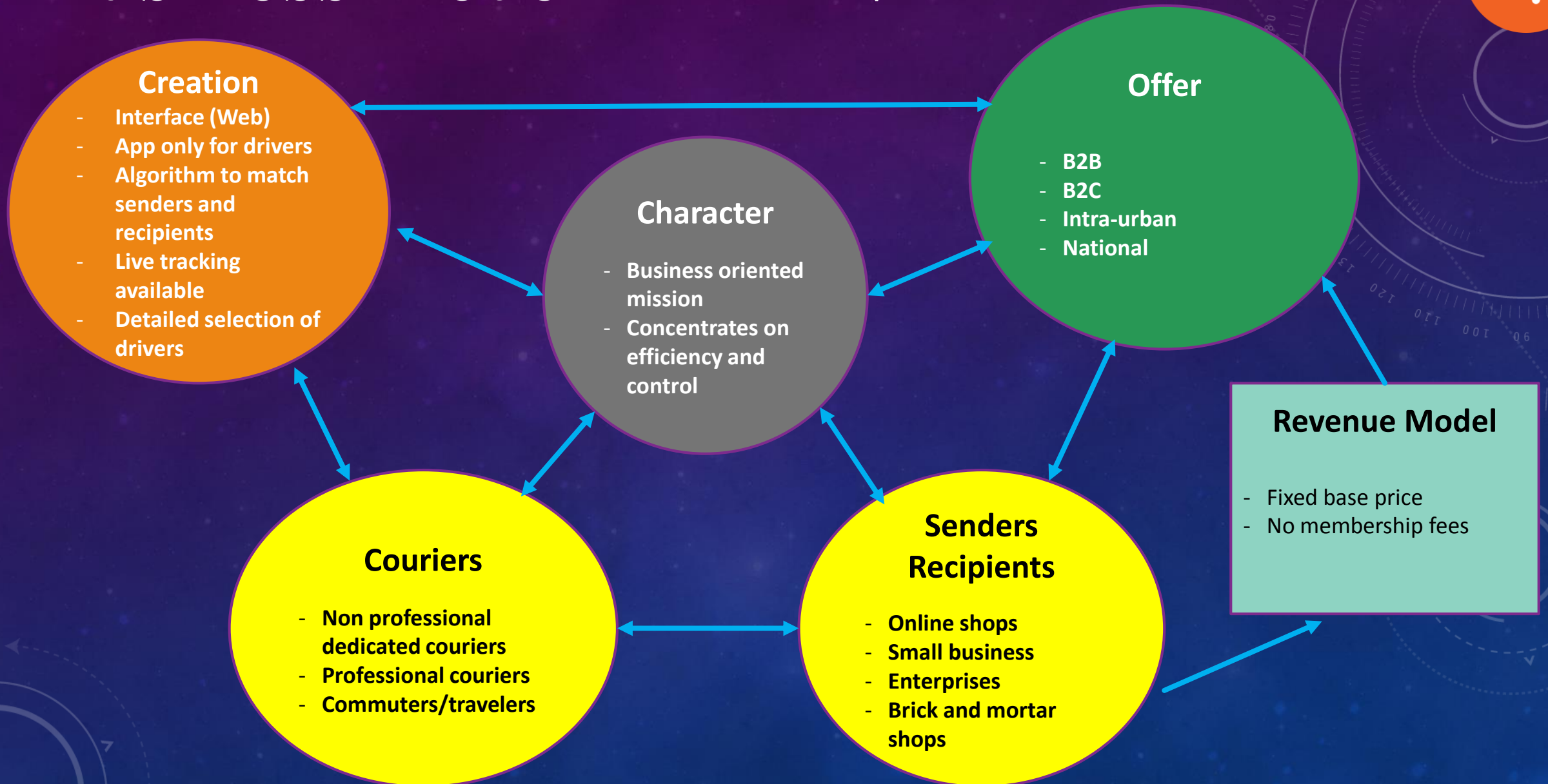
Empirical Study – Crowd-shipping Businesses



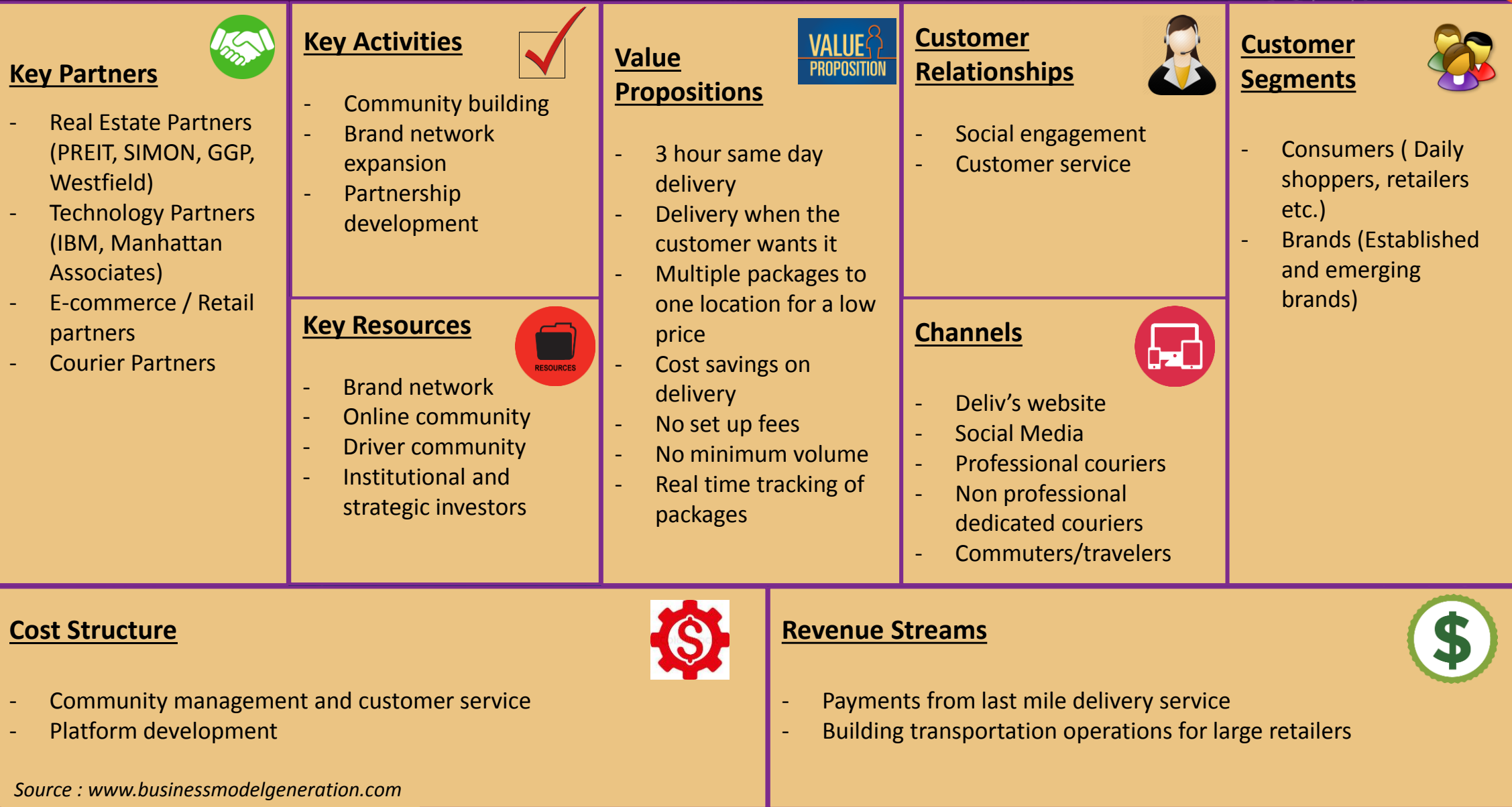
BY

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Business Model - DELIV



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Source : www.businessmodelgeneration.com

Deliv – App and what it does?



- Main focus – Deliver as fast as possible
- Guaranteed One day delivery.
- Order can be for today, tomorrow or any day within a span of 30 days
- Customer base:
 - Small Business : Businesses that are small scale and require small size and amounts of packages to be delivered
 - Enterprising : Businesses that are large scale, Walmart or Walgreens, that require larger packages to be delivered.
 - Drivers : Lucrative opportunities for drivers. Can select their delivery route and schedule. Much like Uber or Lyft

Deliv – App and what it does?



- App – user friendly, quite simple to use

Select the location from where to be picked

Get an estimate of the fare and place order

Track the delivery until it is reached

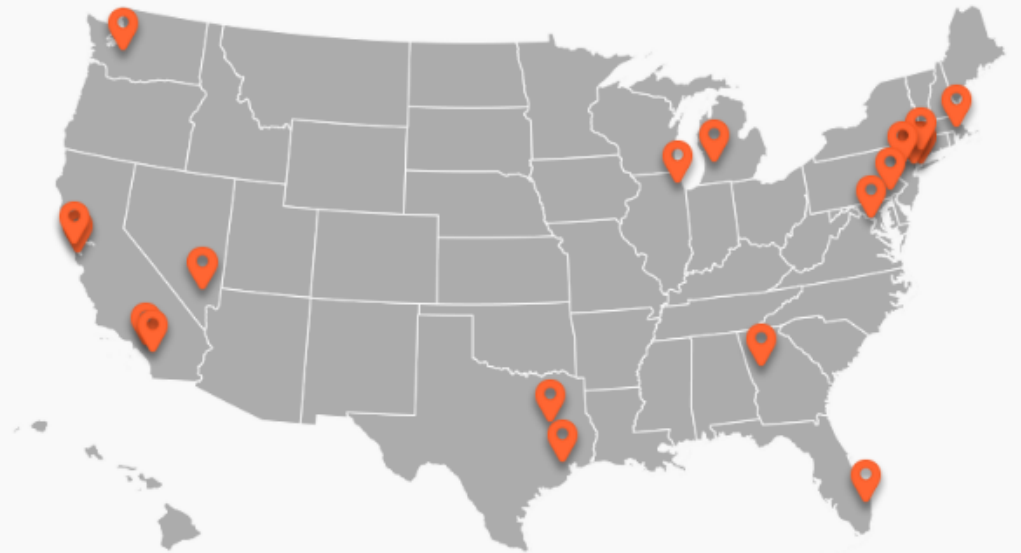
Payment automatic upon delivery

Deliv – How well is it doing?



- One of the fastest growing crowd-shipping companies
- 18 Market centers spread over the United States
- More than 100 retail players
- Delivery for over 4000 businesses and in over 100 different cities
- \$ 28 million raised as funds in 2016.
- Partnerships with Walgreens, Kohl's, UPS, PetSmart and other large retailers to climb up the ladder in crowdshipping
- Market traction: Inability to establish a broader network of markets.

Our Markets



Atlanta, Boston, Chicago, Dallas, Grand Rapids, Houston, Las Vegas, Los Angeles, Miami/Ft Lauderdale, NY - Brooklyn/Queens, NY - Manhattan*, NY - Yonkers, Northern New Jersey, Orange County, Philadelphia, SF Peninsula & South Bay, San Francisco, Seattle, Washington DC