



DELIVERYCIRCLE

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Character

- Business Oriented: Efficiency and Control
- Goal: To provide same-day delivery for purchases at a rate comparable to the two-day delivery rates of the national carriers' or less
- Drivers' attention to customers sets DeliveryCircle different from other companies.

Offer

- B2B, B2C, C2C
- DC Drop: Drop off pre-paid packages
- DC Direct: Delivery service from merchant to customers without maintaining a delivery crew
- DC Connect: 1-2 day deliveries between local business
- Intraurban
- Service Area: MA, CT, NJ, PA, MD, DE, DC VA, GA

Stakeholder

- Senders: Private individual, Business, Restaurant...Any place!!
- Recipients: Private individual, Business, Restaurant...Any place!!
- Couriers: Non professional dedicated couriers
 - Drivers are not an "employees" of DeliveryCircle and they are "independent contractors"
 - Drivers are paid via PayPal or Check
- Driver will get an email and a SMS as soon as a customer chooses him for a delivery. He will get the details of the delivery as well as the customer's contact info. He can call the customer directly if he has any questions about the delivery.

Creation

- Interface: Web and App
- Technology Based Company
- Using Algorithm to match senders and couriers
- Based on zip code and time required, a list of drivers will be available and you can choose based on ratings
- Live Tracking through web or app

Revenue model

- Fixed Price
- Delivery charges are based on the distance and weight, plus any tolls and waiting charges. Customer will have the opportunity to review the charges before he makes the payment. Credit card is charged only after the delivery is complete.

APP

Mobile app screenshot showing the 'Schedule Delivery' form. The form is divided into two main sections: 'Pickup Location' and 'Drop Off Location'. Each section contains input fields for 'Address Line 1', 'Address Line 2', 'City', a 'Select State' dropdown menu, and a 'Zip Code' field. The status bar at the top shows 'AT&T', signal strength, Wi-Fi, time '下午10:54', and battery level '14%'.

Mobile app screenshot showing the 'Schedule Delivery' form. This section includes 'Pickup Time' with 'Date' and 'Time' input fields, 'Delivery Person' with a 'Select Delivery Driver' dropdown menu, and 'Promo Code' with a 'Code' input field and an 'Apply' button. A large green 'Submit' button is at the bottom. The status bar at the top shows 'AT&T', signal strength, Wi-Fi, time '下午10:54', and battery level '14%'.

The design of the app is pretty simple and has the same function as web platform. You can schedule delivery, search drivers and track orders.

Web

Change Password

Search for a Driver

Schedule Delivery

My Orders

Contact us

Logout

*** Pick up location**

Contact Person: donnie
Contact Phone: 3475741799
Street Address: 930 Spring St NW, Atlanta, GA 30
Suite/Apt #: 0207
 Save this location for future use.

*** Drop off Location**

Contact Person: luyi chen
Contact Phone: 4049077664
Street Address: 1000 Northside Dr NW, Atlanta, GA 30
Suite/Apt #: 1452
 Save this location for future use.

*** Pickup time requested**

Date: 01-29-2017
Time: 10:00 AM

*** Delivery Details**

Item Description: laptop
Perishable? Yes, this is a perishable item (eg. food)
Select Driver
Delivery Driver: **Briana T Varner (\$29.99)**
Dionne Henry Huggins (\$29.99)
jacob Dwayne lewis (\$29.99)
Krystal Nicole Jenkins (\$29.99)
Kyndahl Cheryl Mims Jones (\$29.99)
Rustam Zubankov (\$29.99)
TaWanda Thomas (\$29.99)
Tremarcus Maleak Hackney (\$29.99)

*** Delivery Charges**

Base Rate: \$29.99
+ Mileage Surcharge: \$0.00
+ Toll: \$0.00
- Credit: \$0.00
= Total Due: \$29.99

Submit

The procedure of scheduling a delivery is putting pick up location, drop off location and picking time requested information into the form. Then several drivers along with price will appear in the list and customers can choose based their preference.

Rating and Feedback

Search for Drivers

Zip code :

Driver Name	Zipcodes	Driver rating/feedback
Briana T Varner Bri.bv37@gmail.com (404) 446-6794 View Availability	30058,30012,30030,30034,30309,30318,30316,30317,30307	☆☆☆☆☆ Rating: 0 Add Feedback
TaWanda Thomas tawanda.thomas@gmail.com (770) 826-8711 View Availability	30003,30010,30091,30071,30093,30092,30360,30340,30096,30095,30098,30099 and many more...	☆☆☆☆☆ Rating: 0 Add Feedback
Jacob Dwayne Lewis tecourier.logistics@gmail.com (678) 464-6578 View Availability	30336,30378,30331,31136,30168,30122,30126,30311,30106,30344,30314,30318 and many more...	☆☆☆☆☆ Rating: 0 Add Feedback
Krystal Nicole Jenkins katiana199@gmail.com (770) 744-6437 View Availability	30341,30362,30366,30340,30360,30345,30319,30085,30086,30346,30084,30338 and many more...	☆☆☆☆☆ Rating: 0 Add Feedback
Alphonza White alpwh@yahoo.com (678) 462-9833 View Availability	30288,30298,30297,30354,30294,30321,30316,30260,30287,30034,30315,30273 and many more...	☆☆☆☆☆ Rating: 0 Add Feedback
Rustam Zubankov zubankovrustam@gmail.com	30329,30359,30324,30322,30033,30326,30345,30306,30333,30319,30	☆☆☆☆☆ Rating: 0

Customers can search for drivers using zip code. Contact information, available time, zip codes and ratings will be provided. Customers who have already used the service also can add feedback to the driver. This is similar to Uber and this can provide a future reference to potential customers.

Business Performance

- The company currently operates in seven metropolitan areas along the East Coast and expanding rapidly.
- DeliveryCircle just expands its operation into greater Atlanta, Georgia area and Hartford, Stamford, and Windsor, Connecticut.
- DeliveryCircle is looking to expand to three additional markets in early 2017.
- DeliveryCircle is still a startup company that strives to become the leader of national market and international market.

Reference

- <https://deliverycircle.com/>
- <http://technical.ly/delaware/2014/07/25/deliverycircle-sharing-economy-vijaya-rao/>
- <http://www.wafb.com/story/33941379/deliverycircle-expands-operations-to-greater-atlanta-and-three-cities-in-connecticut>