



*DropTrip*

# Business Model Analysis

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# Introduction

- Founded in October, 2013
- Crowdsourced shipping social network
- Winner of Startup Weekend Bozeman
- Description of the business:

*“Whether you need something shipped across town, across the state, or across the country, the DropTrip community can help you do it.”*



*DropTrip*

# Character

- Mission
  - Connect people
  - Create networking
  - Empower individuals, empower communities, empower the world.
  - Optimize travels
- Values
  - Community trust and connection



**WHEN PEOPLE CONNECT, COMMUNITIES THRIVE**

# Offer



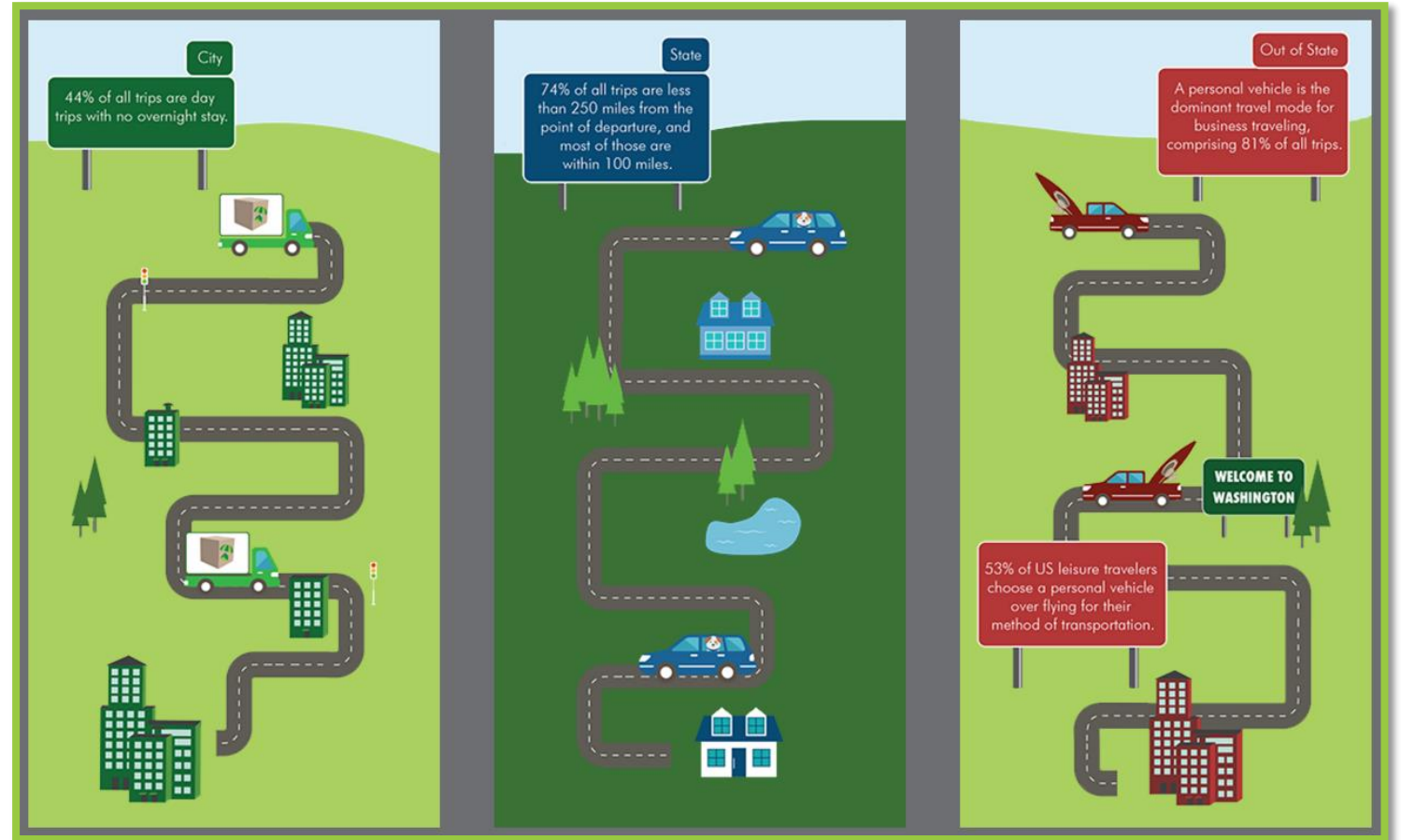
DropTrip

- P2P

- Shippers order a delivery using the companies network
- They can request for an specific traveler
- Travelers can schedule a trip and wait for a shipper to request for the service

- Scales

- Intra-urban
- Interurban
- Global





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# Stakeholders

- Senders: Private Individuals
  - Can be anyone that subscribe to DropTrip network
- Recipients: Private individuals
  - Specified by the shipper
  - Can be a person or an organization
- Couriers: Non-professional
  - Can be anyone who is taking a trip to another city, state or even country.

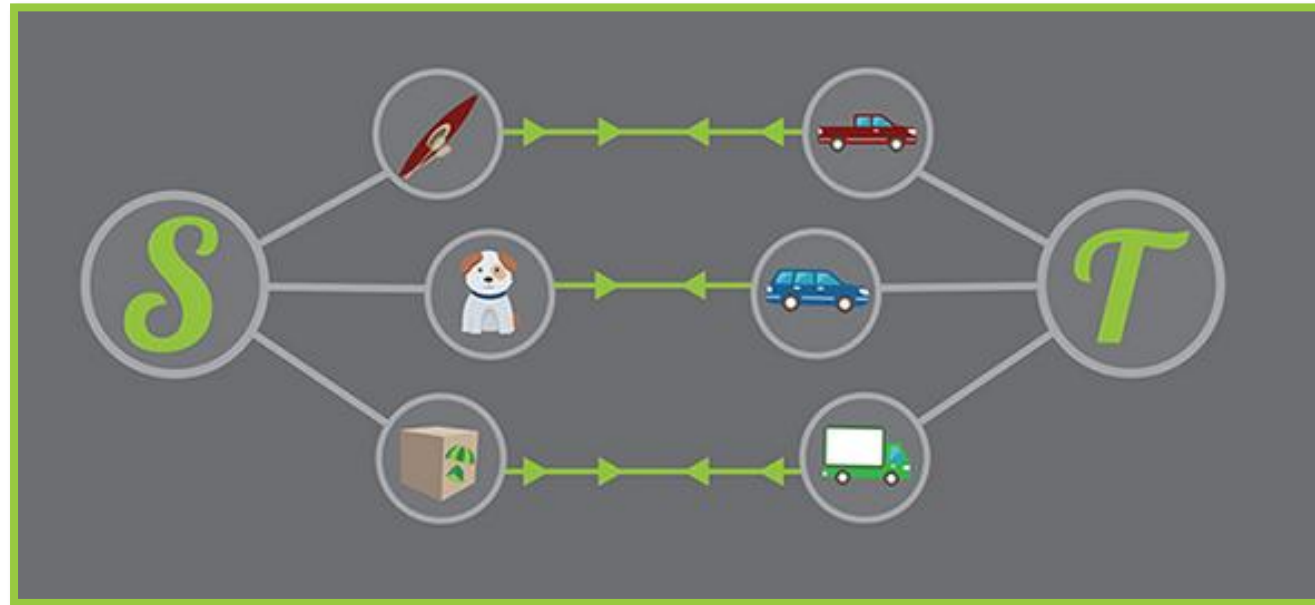




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# Creation

- Shipper and travelers can register at: <http://droptrip.com/>
- Travelers select the items they wish to carry.
- Both parties organize the pick up
- Payment is done when delivery is confirm by both parties





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# Revenue Model

- Price is set by the traveler
- Payment done through BrainTree
- DropTrip obtains a percentage on each delivery
- All eligible shipments are ensured for up to \$5000 at no additional cost



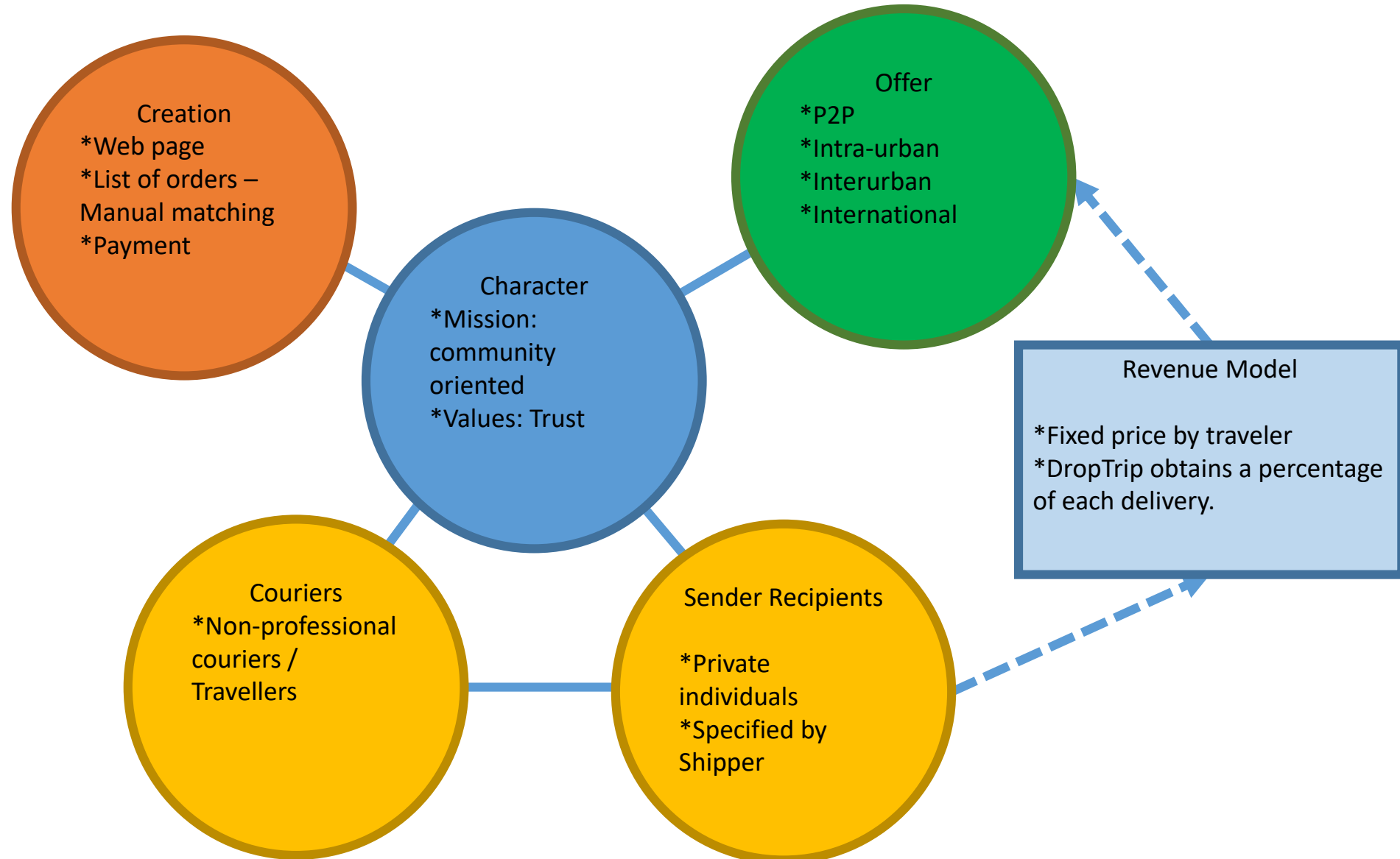
Name Your Price

\$2 + 20%



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# Business Model







DropTrip

Web Page - <http://droptrip.com/>

- Intuitive interface
- Include details of each travelers
- Allows to create a detailed description of the items to be shipped

The screenshot displays the 'SHIPPERS: SELECT A TRAVELER' page. On the left, there is a list of four shipping options, each with a car image, route, departure date, available space, and shipper name:

- Missoula, MT @ Billings, MT**  
Departing: 02/04/2017  
Available space: CAR  
Shipper: Morgan
- Billings, MT @ Missoula, MT**  
Departing: 02/06/2017  
Available space: CAR  
Shipper: Morgan
- Clearwater, FL @ Surfside, FL**  
Departing: 02/05/2017  
Available space: CAR  
Shipper: Khemraj Entrepreneur
- Surfside, FL @ Clearwater, FL**  
Departing: 02/07/2017  
Available space: CAR  
Shipper: Khemraj

Each option includes a 'View Details' button. On the right, a map of the United States shows travel routes between various cities, marked with green 'A' and red 'B' icons. A search bar for 'Traveler?' and an 'Add Shipment' button are visible in the top right. A 'Help' button is located in the bottom right corner.